

UNIVERSITY
MAR 26 1935

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 92

MARCH 23, 1935

Number 12



If you will come through
this door, you will re-
ceive a warm welcome.

If you desire a "perfect
cure" in a "shorter time,"
you can learn how to do
it here.

If improvement of method
is what you need, we will
direct your thoughts to
the economical way of cur-
ing.

Come and see us.

Sincerely yours,

PRAGUE POWDER

for HAMS — for BACON

Let Us Reason Together

If Meats Can Be Cured Better with PRAGUE
POWDER why not adopt the PRAGUE
POWDER Method?

More than a thousand processors use
this Economical, Practical Method.
When meats are scarce you need
"A Safe, Fast Cure."

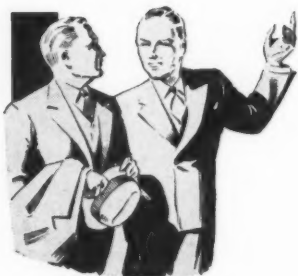


Meets B. A. I. Requirements

**The Griffith
Laboratories**
1415 West 37th St., Chicago

FACTS

about the relationship between
MODERN EQUIPMENT and SAUSAGE PROFITS



The investment in modern "BUFFALO" sausage machinery is the best assurance you could ask for, that your plant will turn out better sausage products at least cost.



Standard of Quality
Since 1868

HOW much is your present sausage machinery costing you to operate? Is it making or losing money for you? Have you ever earnestly stopped to figure it out?

Bear in mind that because a machine runs, does not mean that it is operating at a profit. Remember, too, that times have changed—there is a "new deal" in production costs and selling prices which calls for modern, new machines to meet present day conditions of manufacturing.

The real facts in the matter are that sausage manufacturers who have been foresighted enough to realize this—and do something about it—are today getting their just share of increased volume and profits.

*Write us for full information about
latest "BUFFALO" sausage machines*

JOHN E. SMITH'S SONS CO.
BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment



Chicago Office: 7 Dexter Park Ave., Phone Boulevard 9020
Western Office: 2407 S. Main St., Los Angeles, California
Canadian Office: 189 Church St., Toronto, Ontario

Hello Jake!

"How many pounds are we stuffing into our 3¾ by 20 inch casings?"

"7 lbs.? Why the 'TEE-PAK' representative is here at my desk and he says hundreds of plants are stuffing 'TEE-PAK' 3¾ by 20 at 8½ lbs!"

"Too big a slice? Well that may be, but the 'TEE-PAK' man says that we can get the same 7 lbs. out of their 2¾ by 22 and SAVE \$5.00 A THOUSAND!"

"Well, this looks like something worth looking into. I am going to send the 'TEE-PAK' man right upstairs and you put his casings through the mill and if it is O. K. like he says, we certainly want to use 'TEE-PAK' casings after this. These are times, Jake, when we have to save every penny we can and this looks like the real thing to me."



"TEE-PAK" gives you a cash discount of 1% for payment in 10 days. "TEE-PAK" has brought increased annual quantity discounts to the sausage industry—setting the pace which competition has followed. "TEE-PAK" has established a Designing Department which has designed new and more artistic and attractive labels on printed casings for hundreds of important manufacturers throughout the United States. These new designs have show-case "sex-appeal" and will help you increase your sales. For a limited time this service is available without charge. Remember, the final unit in the enlargement of our factory went into operation on March 1, and we are now able to make prompt deliveries. Ask for samples of the sizes that you are interested in and price list No. 934.



Old Way 6½ to 7 lbs.

- 1 A survey of nearly 200 sausage manufacturing plants showed that before "TEE-PAK" entered the field, the average stuffing weight in 3¾x20 inch cellulose casings was 6½ to 7 lbs.

"TEE-PAK" Way 8½ Lbs.

- 2 Today, a large and growing number of representative plants are getting 8½ lbs. into 3¾x20 "TEE-PAK" bungs, a clear saving of 20%.

Yes Sir! Same Size "TEE-PAK"

- 3 Believe it or not (as Ripley says) "TEE-PAK" 3¾x20 inch bungs are being stuffed at 10 lbs., 11 lbs., and up to 12½ lbs.! In some cases they have replaced the 4½ inch casing. You may not want to stuff this heavy—but you do want the reserve strength and stretch we've put into "TEE-PAK".

7 lbs. in "TEE-PAK" 2¾x22 inch—Save \$5.00 a 1,000

- 4 Scores of leading sausage plants have replaced 3¾x20 inch casings with the "TEE-PAK" demi-bung 2¾x22 inch, at a saving of 15% or more. If you produce a few thousand pounds of bologna a week, this saving will run into hundreds of dollars a year. Send for samples of "TEE-PAK" 2¾x22 inch and prove this big saving to your own satisfaction.

TRANSPARENT PACKAGE COMPANY, 1019-1025 W. 35th St., CHICAGO, ILL., U. S. A.

The National Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 92

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Daily Market Service
(Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
service address The National
Provisioner Daily Market Ser-
vice, 407 S. Dearborn St., Chicago.

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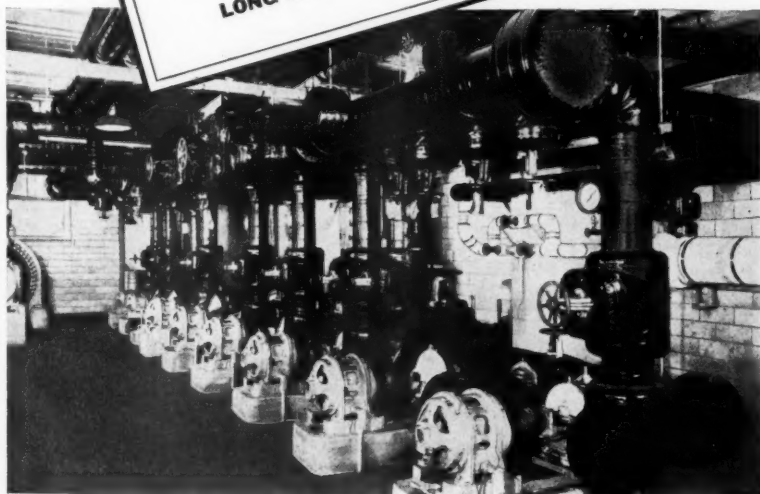
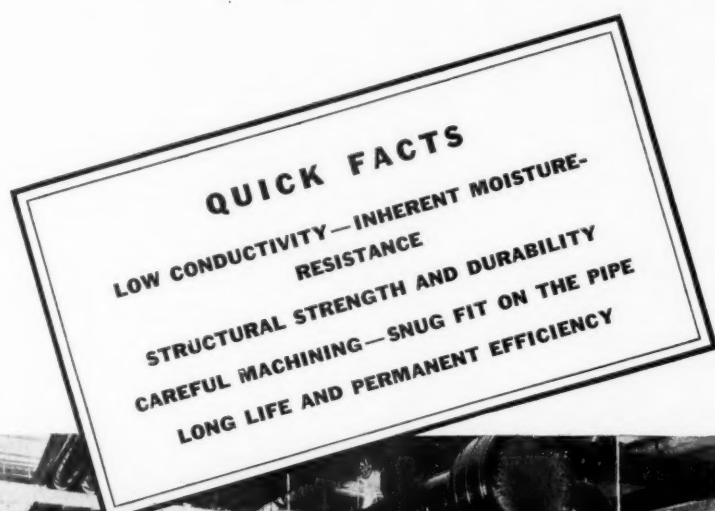
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Consider *these advantages*

WHEN COLD LINES ARE INSULATED WITH CORK!



View of engine room at the plant of F. G. Vogt & Sons, Inc., Philadelphia, showing brine lines and fittings insulated with Armstrong's Cork Covering to cut cold losses.

CHOICE of Armstrong's Cork Covering for cold lines insures permanent protection. This highly efficient insulator is specified by leading architects and engineers because it can be counted on for *extra-long* service. Thanks to the natural moisture-resistance of cork, Armstrong's Cork Covering maintains its ability to resist the passage of heat. Many installations made ten, twenty, and even thirty years ago are still on active duty.

Armstrong's Cork Covering also offers other important advantages. The baking process knits the cork granules close together, producing a strong, durable insulator that is light in density. In addition, each section of Armstrong's Cork Covering is carefully machined. This insures a snug fit on the pipe and the elimination of air-pockets that collect moisture.

Armstrong engineers will be glad to consult with you in figuring insulation requirements for cold lines . . . and for the insulation of all types of low temperature rooms. No obligation. Write today for data and samples of Armstrong's Cork Covering and Armstrong's Corkboard. Armstrong Cork Products Company, Insulation Division, 952 Concord St., Lancaster, Pennsylvania.



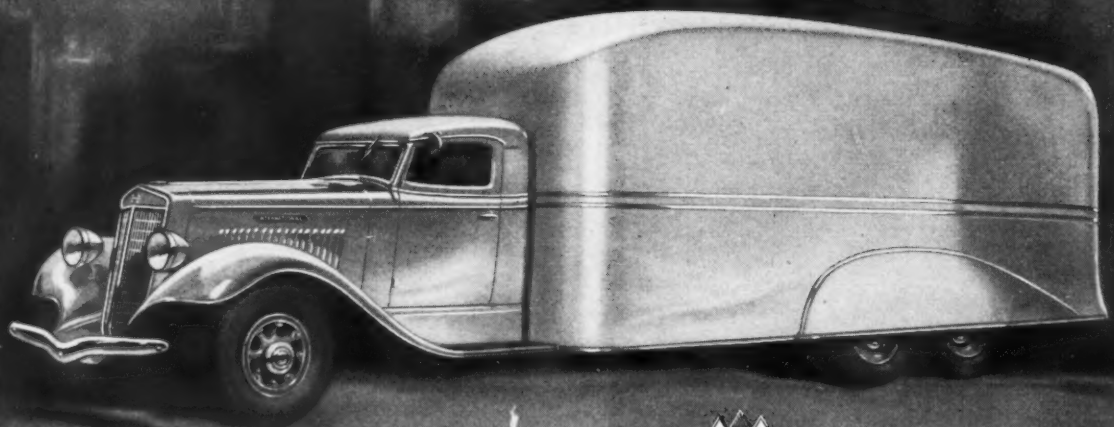
Armstrong's **CORK COVERING**

Transportation AT LOW COST

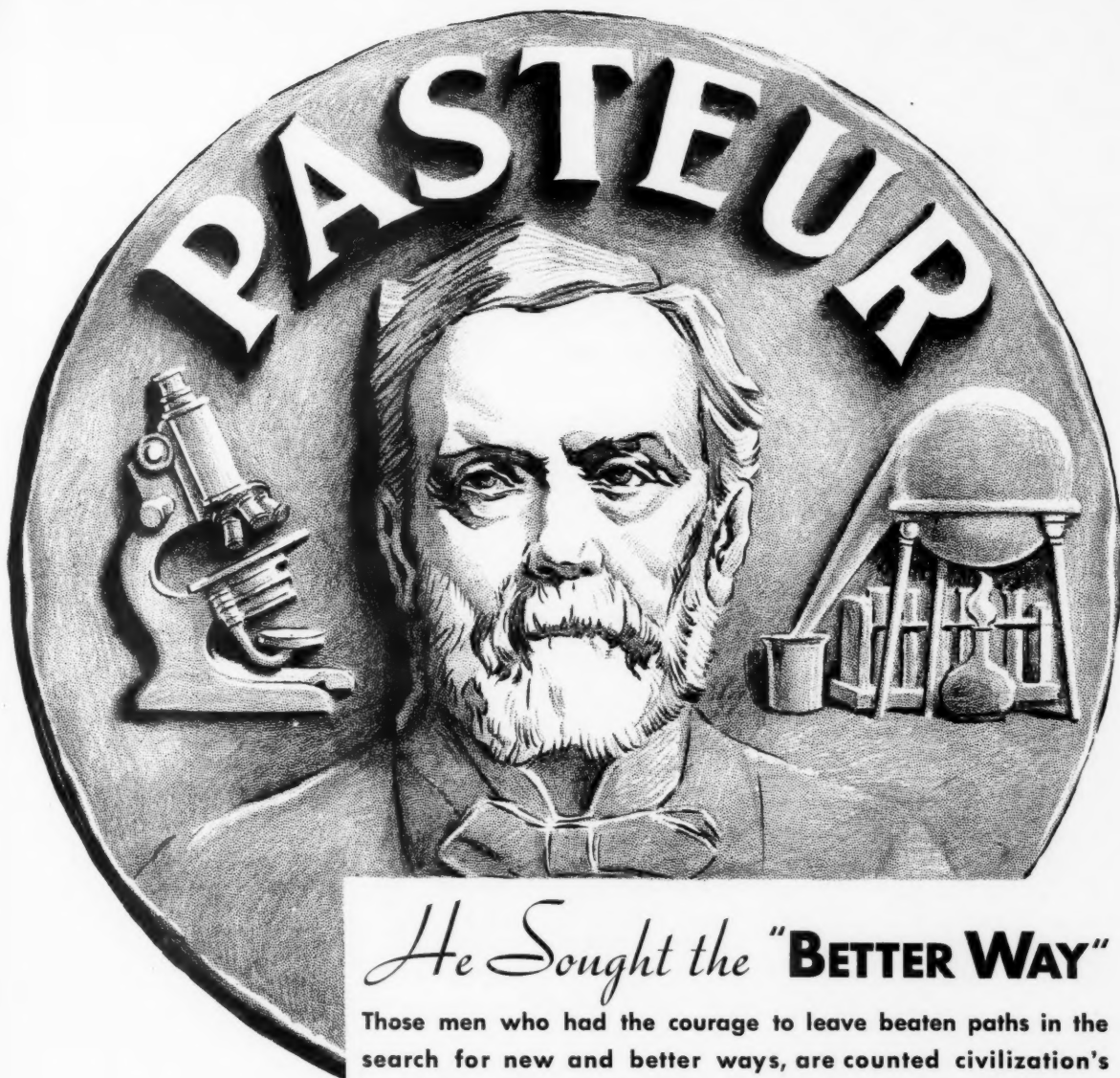
ECONOMY is the sum and substance of truck ownership. You may do without economy in a car but the truck is a stern business proposition. It has always been so—but today more than ever. For more than thirty years International has sought one objective—transportation at the lowest possible cost for the man with loads to haul. That is the root and heart of International Truck success. That 30-year endeavor bears sound fruit today in the new Internationals. Here is ECONOMY—and here also is BEAUTY, and such after-sale SERVICE as only International Harvester can render.

INTERNATIONAL HARVESTER COMPANY
606 S. Michigan Ave. OF AMERICA (INCORPORATED) Chicago, Illinois

International Trucks, ½-ton to 10-ton, range from light-delivery to heavy-duty dump and tractor trucks.



INTERNATIONAL TRUCKS



He Sought the **"BETTER WAY"**

Those men who had the courage to leave beaten paths in the search for new and better ways, are counted civilization's benefactors. We cannot all be Pasteurs, but we can be independent thinkers—we all can seek for improvement. You'll agree, we believe, that old ways are not always best ways. For example, there was a time when many packers used dual-purpose* papers to wrap greasy products containing negligible moisture. Then, Rhinelander Greaseproof was introduced. Today, most progressive packers use this remarkable single-purpose** paper because it provides, at lowered costs, all the qualities required. **WHY NOT INVESTIGATE THIS MONEY-SAVING OPPORTUNITY?**

* Possessing both grease and moisture-resistance

** Greaseproof only, therefore lower priced

Rhinelander Greaseproof Parchment

RHINELANDER PAPER COMPANY • RHINELANDER, WISCONSIN

Quality Counts!

Dependable Selection
Uniform Quality
Prompt Service

Armour's
BEEF - HOG - SHEEP
CASINGS

Always the Best

ARMOUR AND COMPANY

CHICAGO

THE NATIONAL Provisioner

Volume 92

THE MAGAZINE OF THE

Number 12

Meat Packing and Allied Industries

MARCH 23, 1935

Some Things Packers Should Know

1—Inventory Losses Relatively Greater on Declining Market Than Inventory Gains on Rising Market

FACING facts is often an unpleasant task. To ignore them is folly. When difficulties arise, we are prone to blame the other fellow for our own troubles.

Fundamental unfavorable conditions of the pork business this year are

Greatly increased hog cutting losses.

Curtailed buying power.

Increased unit expense resulting from decreased volume.

Are these conditions insurmountable? Not if packers know all they should know about their business.

Cutting losses result from paying more for hogs than the product can be sold for.

Packers have averaged to pay more for live hogs each year since 1925 than the current cut-out value of the product. This is a startling statement, the truth of which many packers may not have realized.

Cutting losses on federal inspected slaughter for the year ending October 31, 1934, are estimated to be approximately 69c per hog, or about \$31,000,000. A large portion of the profits made in the pork business since 1925 resulted chiefly from speculative enhancement of inventories.

Cutting losses will continue as long as packers pay more for hogs than their current cut-out value. Cutting losses can be eliminated only if the industry as a whole realizes the necessity for and earnestly strives to buy hogs on a basis of current cut-out values.

Inventory enhancements—or so-called “inventory profits”—are not real profits until the product

is sold. Often inventory profits are offset by current replacement of product which is later sold on a lower market.

An important fact, often overlooked by packers, is the great difference in ratio of inventory losses on a declining market, as compared with inventory profits on an advancing market. As an illustration of this, the following examples may be given:

INVENTORY ENHANCEMENT (Profit) on 2c per lb. advance.

Inventory beginning of month	2,000,000 lbs. @ 16c lb.	\$320,000	
Put-down during month	1,000,000 lbs. @ 18c lb.	180,000	
Expenses (including overhead, estimated 1c per lb. on put-down weight, 1,000,000 lbs.)		10,000	\$510,000
Sales during month	1,000,000 lbs. @ 18c lb.	\$180,000	
Inventory end of month	2,000,000 lbs. @ 18c lb.	360,000	\$540,000
Inventory Enhancement			\$ 30,000

INVENTORY LOSS on 2c per lb. decline.

Inventory beginning of month	2,000,000 lbs. @ 16c lb.	\$320,000	
Put-down during month	1,000,000 lbs. @ 16c lb.	160,000	
Expenses (including overhead, estimated at 1c per lb. on put-down weight, 1,000,000 lbs.)		10,000	\$490,000
Sales during month	1,000,000 lbs. @ 16c lb.	\$160,000	
Inventory end of month	2,000,000 lbs. @ 14c lb.	280,000	\$440,000
Inventory Loss			\$ 50,000

An important fact to keep in mind in considering possible inventory enhancements is that from the total inventory enhancement *current expenses must be deducted*, whereas to inventory losses *must be added* the current expense.

Therefore, on a corresponding change in price per pound, *inventory losses are substantially greater than inventory gains.*

Another big loss which many packers do not realize will be discussed next week.

Business and Government

News of governmental activities under the New Deal as they affect business and industry—especially the meat packing and allied industries.

AAA Amendments

WITH ending of public hearings on proposed AAA amendments before house and senate committees, observers in Washington believed there was an even chance that the amendments might be defeated if opposition to them was aggressive. The meat packing industry is vitally interested in licensing provisions which would grant the Secretary of Agriculture vast powers over their business.

Reports indicate that a number of senators and congressmen are in favor of the amendments, in spite of the large volume of protests against strengthening the power of the Secretary of Agriculture which have come from producers, consumers, processors and all types of business. It is probable, however, that the present critical attitude of Congress toward New Deal legislation will demand from AAA officials a thorough explanation of how the asked-for powers are to be used.

Senator Wants to Know

Indicative of that questioning attitude on the part of Congress was the speech of Senator A. Harry Moore, which was broadcast nationally on March 21. Reminding his listeners that the United States had been built up by the enterprise, ingenuity and initiative of individuals, Senator Moore said in part:

"Suppose you have a farmer in New Jersey, who by diligence, industry and efficient management raises a good crop of lettuce and his hens lay many eggs. The Department of Agriculture goes to his customers and says, 'You can buy only two-thirds of this man's lettuce and eggs. . . . The producer cannot consume all the eggs or the lettuce!'

"These ideas led me to think of the housewife who might be shaving down her purchases of food supplies because of artificially-maintained prices due to reduced supplies coming to market. Might not this artificially-created barrier of consumer resistance make the plan defeat its own purpose of raising prices to the farmer? Might it not leave large parts of crops to rot in the fields, as the housewife still closer shaves her purchases?

Big Stick Is Dangerous

"I should tell you that, when Secretary Wallace and Mr. Chester Davis testified before the senate and house committees, they referred to the broad powers given under the amendments



POINTING OUT THE DANGERS.

Members of Congress who have the proposed AAA amendments before them are interested in finding out the facts. Here is George E. Putnam, packer economist (right), answering queries from Congressman Pierce of Oregon (center) and Congressman Gilchrist of Iowa (left).

as 'reserve power.' They said something about this being a 'big stick' or a 'gun behind the door.' True, they may not use these powers, but it has been my observation that when an administrative official (as yet unknown) is given broad power and a 'big stick,' his hand frequently itches mightily until he swings it."

Senator Moore in his questioning during closing sessions of the senate committee disclosed that he was conscious of the consumer viewpoint. Visitors to Washington report that the

public reaction to further regulation may decide whether or not the amendments will pass. As yet there has been slight indication from the President of his view of the proposed legislation.

Vigorous consumer protest against AAA amendments was registered with the Senate committee on agriculture by the president of the Housewives' League, Mrs. Wilbur E. Fribley of Chicago. Denied an opportunity to appear in person to present the consumer's viewpoint, Mrs. Fribley filed her protest, from which the following excerpts are taken:

Protest From Consumers

"As a representative of a consumer group composed of home makers of almost every income level, I wish to present testimony pointing out the position of the consumer under proposed AAA amendments.

"The powers proposed for the Secretary of Agriculture allowing the control and licensing of production, manufacture and distribution affects every purchase made by the consuming public. The power to control farm production, both directly and indirectly, is provided in this legislation, and from the consumer's point of view reduces the possible amount available for consumption.

"This power of licensing manufacturers and distributors and fixing amounts which they can sell, and the price at which they might be sold, would deprive the American housewife of the privilege of choice by eliminating competition. Such legislation would threaten the right of consumers to buy their supplies under the American system of price competition.

"As this proposed legislation would control the food, clothing and other staple commodities of more than 120,000,000 people, it is plain to see that housewives will be forced to further limit an already drastically cut standard of living, and resort to substitutes in every purchase, regardless of the effect on health or family life.

"There is no assurance that the incomes of the average family will increase sufficiently to meet this demand of higher commodity prices and there is evidence that it will create great hardship for the consuming public."

ANTI-DIRECT MARKET BILLS

An appeal to farmers to oppose so-called weighing and grading bills aimed at the direct marketing of livestock, because such bills will "operate against their interests," was voiced this week by K. G. A. Springer of Fergus Falls, Minn., manager of a cooperative packing company comprising 600 farmer members. "Such bills are not drawn in the interests of farmers, but in the interests of an increased volume of livestock to the central markets," Mr. Springer declared. "Bills of this type," he said, "place regulations, burdens and

(Continued on page 38.)

COST PER YEAR OF VARIOUS TYPES OF UNEMPLOYMENT RELIEF

3,500,000 RELIEF CASES

DIRECT RELIEF
\$965 MILLION

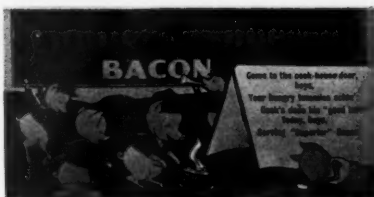
WORK RELIEF
\$1,475 MILLION

PUBLIC WORKS RELIEF
WAGES, \$50 PER MONTH \$5,250 MILLION
30-HOUR WORK WEEK
MATERIALS AND OVERHEAD, 60% OF TOTAL COST

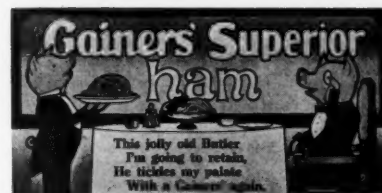
PUBLIC WORKS RELIEF
"PREVAILING WAGE" 59 CENTS PER HOUR \$8,054 MILLION
30-HOUR WORK WEEK
MATERIALS AND OVERHEAD, 60% OF TOTAL COST

UNEMPLOYMENT RELIEF COST.

Britain found public works construction an expensive system of unemployment relief, but the dole was found demoralizing. Packer taxpayers will find cost of different relief systems contrasted in this chart, as prepared by the National Industrial Conference Board.



These Little Pigs Played
to an Audience of 81
Million and Took Their
Curtain Calls Regularly



Building Consumer Demand By Use of Car Cards

MERCHANDISING methods in the meat industry have not always kept pace with production. Packers need more profitable volume—especially in a year of reduced livestock supplies.

Packers who get their share of profitable business this year will be those who do the best merchandising and selling job.

Probably the first step in developing a constructive merchandising policy is to realize that a sale is not completed until the product is in the home of the consumer. Good selling does not end when the product reaches the retail stores—it follows through.

Consumer Must Be Reached

This need for properly co-ordinating all angles of merchandising is more than ever appreciated today. And in line with such a policy there is also apparent a disposition to pay more attention to the consumer, without necessarily giving less to the retailer.

This involves use of advertising in one form or another to build up what is popularly described as "consumer demand." In other words, the effort is made to encourage or induce the housewife to ask for products by brand name. The appeal may be quality, flavor, food

value, economy or any combination of them.

In like manner, a packer may choose one of several methods of getting his message to the housewife, and the one most suitable for reaching the greatest number of consumers in his trading territory. Newspaper advertising is among the most popular advertising mediums, followed closely by car cards and billboards, and in some cases by radio.

Packers' Advertising Follows Through

But whatever advertising medium the packer chooses, he will get the best results only if he co-ordinates his efforts and overlooks no opportunities to make most effective whatever kind of advertising he does.

In the February 3, 1934, issue of THE NATIONAL PROVISIONER was described the sausage advertising campaign of the Rochester Packing Co., Rochester, N. Y. Very satisfactory results are obtained in this case largely because the campaign had been so planned and executed that the housewife is not permitted to forget what she may have read about Arpeako products in paid newspaper space. When she sets out

to buy meat, streamers in her retailer's windows are a further reminder to choose the products she has read about. Inside the store, counter display cards again call her attention to the brands. The campaign follows through.

A somewhat similar plan to follow through has been used by Gainers, Ltd., Edmonton, Canada, with advertising from first point of display to the place where the housewife does her buying.

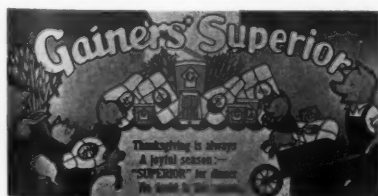
This company has concentrated its advertising in street car cards and billboards, reaching through the first-named mediums alone an audience in excess of 81½ million in 1933.

Campaign Centers About Car Cards

Street car advertising was inaugurated by the company at Vancouver—its largest sales branch—three years ago. Previous to that time it had been used only in the province of Alberta. In all cities cards were changed every three months, with special cards for holiday seasons.

Results were indifferent. While it was believed by the executives of the company that the money spent for this kind of advertising earned a return

HOLIDAY CAR CARD SUGGESTIONS



THANKSGIVING.



CHRISTMAS.



EASTER.

great enough to justify continuing the campaign, they were also of the opinion that not as much was being accomplished in the way of building consumer demand as seemed possible.

After considerable study, the policy with respect to street car advertising was changed. Instead of changing the cards three or four times a year, as previously, new cards are inserted in the cars every month, featuring seasonal products or standard lines. While this greater frequency of change was helpful in arousing consumer interest, it is believed the feature of greatest attention value was the verse or jingle of four lines used on each card, a new one being written each month.

While no effort is made to standardize design and layout—each card differing from every other—the general style is such that each is instantly identified as calling attention to Gainer's products.

Little pigs in various poses are used for illustrations. The words "Gainers' Superior" and product name appear in large letters at the top. The verse or jingle is placed in a panel in type large enough to be easily read.

The key note of the jingles is human interest. They are chock full of it. Early in September the card used in the cars carried this rhyme:

We're hiking back to school again;
List to our merry tale,
Mother's done her "homework"
With Gainer's yellow pail.

During the summer a brightly colored picture is used of a beach party with a little pig as the proprietor of a wiener stand, and this jingle:

"They're ready! They're ready!
And right within reach.
A Gainer's again
You're treat at the the beach."

The sausage card shows the happy pig family with Mr. and Mrs. and the children gathered around the breakfast table:

'Mid vitamins and calories
Authorities may roam;
Sausages for breakfast
Make a far "Superior" home.

There are also car cards appropriate for Thanksgiving, Christmas and Easter. The Easter card reads:

Good morning Br'er Rabbit,
I bring you a greeting—
"A Gainer's again"
For Superior eating.

Keeping at It Brought Success

These cards have created much interest and have been largely responsible for making Gainer's products among the best-known and most popular in western Canada. This interest was not apparent immediately following the appearance of the new cards in the cars, says W. E. Edwards, district manager at Vancouver. For the first four months there were no indications that they were attracting any more attention than did the cards previously used.

After about six months, however, evidence of the interest they were creating began to be apparent in the form of



voluntary comments and compliments from car riders. Today, it is found, the public looks forward to the appearance of new cards each month, particular interest being apparent in the verses.

In this experience, perhaps, is as good an illustration as could be found of the value of continuity in meat advertising. It takes constant repetition to get over a thought and to cause readers to remember it. A "flash" campaign which is not followed up is very apt to be money wasted. The year-by-year "follow through" is what counts.



Further use of these car cards is made in two ways:

Salesmen Used in Follow-Up

1. About the middle of the month each salesman is given copies of the card to appear the following month. He uses these in his contacts with customers as aids in maintaining their interest in the advertising campaign.



No doubt these cards also are of much value in reminding retailers of the efforts the company is making to build consumer demand for its products.

2. Each month when cards are removed from cars they are given to the salesmen, who distribute them to retailers to be used as store display signs. Thus not only is the advertising life of each card extended considerably, but



the housewife entering a store to buy meat is not permitted to forget what she previously read about Gainer's meats while riding in the street car.

The company is also building good will and consumer demand with billboards at strategic points in the sales territory. Salesmen are also furnished with photographs of all of the billboards in use as evidence of the company's efforts to increase the sale of its products and directly help every retailer to sell more of them.

Gainers, Ltd., is an old-established firm, founded in 1891 by John Gainer, who is still president and maintains an active part in the company's affairs. Other executives include his three sons—Arthur Gainer, general manager; Clifford Gainer, vice president, and Chester Gainer, treasurer. A. M. MacDonald is sales manager and W. E. Edwards is district manager at Vancouver.

Its main office and plant are at Edmonton. Branches are operated in Calgary, Saskatoon, Vancouver, Victoria and Prince Rupert. Sales territory includes all of Western Canada, where the company's products are famous for their high quality.

PORK AND BEEF IMPORTS

As a result of domestic livestock shortage Canadian pork loins and tenderloins were being sold in Chicago on March 20 in small quantity. New York city reported imports of 1,649 lbs. of pork tenderloins for the week ended March 16.

Recent marketings of Canadian cattle at South St. Paul were reported to have been unprofitable for sellers, as shipments were caught by a decreased American price, coupled with a rise in Canada. Estimated cost of exporting cattle from Winnipeg to central U. S. markets is around \$4.75 a cwt. including duty.

Imports of Canadian fresh and frozen beef at New York amounted to 309,000 lbs. during week ended March 16, an increase of 50 per cent over the preceding week.

FINAL CORN-HOG PAYMENTS

Distribution of third and final installment of benefit payments from processing taxes under 1934 corn-hog contracts is now being made to participating farmers. About 12,000 checks totalling \$905,810 have already been sent, and balance of \$80,000,000 will be distributed as soon as producers' shares of administrative expenses have been determined. Total disbursements made in the 1934 corn-hog program to March 7, 1935, were \$216,783,913. The Department of Agriculture has estimated that it will collect \$570,000,000 in all processing taxes during the fiscal year beginning July 1, compared with \$820,534,302 during the current year.

Reduced Operating Expense Means Greater Profits

By A. J. GILLETTE

A PROFIT made by reducing costs or improving operating methods is worth as much as—or more than—a similar profit made through the sale of product.

A profit made through operating economies is permanent and constant. It continues day after day. It is not dependent on customer reactions or consumer buying habits, and is not affected by weather conditions or price competition.

And in every meat plant—even the most modern and up-to-date—there are operating economies to be made. For while we may strive for perfection, we seldom or never attain it.

One of our faults is that we become so familiar with our own particular

less; that off-condition products put into the freezer will be improved in quality when thawed; that sausage can be made from cheap materials and sold as a quality product.

Many other "hangover" ideas current in the meat industry might be cited to illustrate the need for every packer to keep on his toes and alert to developments.

Some Shining Examples

Out-of-date methods simply cannot be adhered to at a time like this, when scientific and mechanical development is so rapid, competition so keen, and the struggle for survival so severe. Out-of-dateness is a burden that cannot be sustained for long.

Indifference and neglect to use the

one belly, while the other is reduced in weight and is ill-shaped. A loss results on both bellies.

Hogs should also be split so as to leave an equal amount of bone on each loin. If splitting is one sided value of loins is reduced.

More profit can be saved or lost on the pork cutting floor than in any other department in the plant. Cutting should be checked continuously to eliminate wasteful and excessive trimming, improve the appearance of products and speed up production. The results secured in many other departments of the plant are largely dependent on quality of work done on the hog cutting floor.

Losses Traced from the Tank House.

—In many plants there is a greater loss in "off-condition" products which go to the tank than may be suspected. The place to get a line on these losses is the tank house.

Among the things that can be learned there is why product gets in off-condition, and what department delivers the largest quantity of it to the tank.

A few "surprise" inspections in the tank house often are productive of enough information to save many dollars in the course of a year.

Comparison Reveals Weak Spots

Compiling detailed data on a department—operating costs, production, number of employees, etc.—for any current period, and comparing this information with the similar period of the year previous, will often bring to light valuable information, on which it is possible to trace back and correct causes for increased operating costs, reduced production, waste, loss, etc.

Elimination of lost motion in wrapping, packing and shipping departments results in a continuous saving. Reducing number of times product is handled while being processed, use of chutes and conveyors to speed up production, simplifying methods of processing and manufacture, and the adoption of modern methods and equipment go a long way toward widening the spread between production costs and prices.

ARE CODE LEVIES LEGAL?

Revelation that NRA code authority officials have been acting on uncertain legal grounds in assessing code members for enforcement funds was made recently by Donald R. Richberg before the Senate committee which has been investigating the NRA. A distinction was made between those code assessments which industries and business have paid voluntarily and those which have been collected under coercion.

Investigation of NRA activities is proceeding with much of the current testimony coming from former chairman S. Clay Williams of the national recovery board. It is reported that no new codes or agreements will be issued by AAA or NRA until Congress definitely prescribes the fate of the NRA act.



WHERE CARE AND SKILL PAY LARGE DIVIDENDS.

More money can be made in the hog-cutting room than almost any other place in the plant. Careful supervision here to eliminate wasteful and excessive trimming and damage to cuts and consequent lowering of values always is profitable. View in the modern hog-cutting room of the Henry Fischer Packing Co., Louisville, Ky.

ways of doing things that it never occurs to us that they might be done better.

As a rule, the initiative in effecting economies must be taken by the supervisory force. Whether this is made up of one man or several, it should be charged with the responsibility of keeping production costs at the lowest point consistent with quality product.

"Hangover" Methods Costly

It is surprising how many packers still believe in the hanging floor and the need for hog carcasses to remain in natural temperatures until body heat has been dissipated; that hogs cannot be chilled successfully in 24 hours or

knowledge we have also imposes a heavy penalty on business. Here are a few well-known illustrations:

Bruised Meat Losses.—Everybody knows that bruises are expensive, but they still occur. No hog driver should be allowed to use a club, prod or canvas beater with a hard handle. These can and do cause many bruises, which later must be trimmed out. Hams and bellies, when bruised, must go into a lower grade, and a loss in income results. A small hand-operated klaxon horn with the trumpet removed is an excellent device for driving hogs.

Waste in Trimming.—Hogs should be opened in the exact center. If they are not, excessive trimming is necessary on

Practical Points for the Trade



Product Values

Is Packer Getting What He Should Out of Many Plant Items?

CONDITIONS this year are demanding the best the packer has to give to his business.

On one side he must eliminate sources of waste and loss in processing, manufacturing and distribution; on the other, there is need that prices, policies and outlets for product be given careful scrutiny to make sure no possibilities for increasing income are being overlooked.

In one plant, production of souse and head cheese has been sharply reduced because of a limited supply of snouts. At the same time this packer is selling his production of fresh and frozen pig skin scrap to gelatine manufacturers. In this case a loss of revenue is being suffered because the fact has been overlooked that in a batch of souse or head cheese fewer snouts might be used, and the deficiency made up with pig skins.

Pig Skins, Lungs and Bones

Assuming that pig skin scrap and trimmings are worth 5½c lb., and souse and head cheese are selling in the neighborhood of 18c to 19c lb., then every pound of pig skin scrap sold that could have been used in the sausage kitchen means a loss of 12½c to 13½c.

Lungs are now quoted at 4c to 4½c lb. They are used in the manufacture of dog food. At a time when many dog food manufacturers are short of raw material, some packers are sending lungs to the tank. Here is another opportunity for increasing income.

Bones are another product that is not always disposed of to the best advantage. Bones suitable for manufacturing purposes are commanding a good price, shin bones being quoted at \$50.00 to \$80.00 per ton. It might pay some packers to investigate the return from bones processed in the plant, and the market for round and flat shin bones and others that can be worked up into manufactured articles. It is possible revenue from bones can be increased sufficiently to justify more care in their disposal.

Leaks in the Sausage Room

A similar investigation might be made in other departments of the plant.

For example, are the materials sent to the sausage kitchen used to the best advantage? Is a large percentage of materials that could be used in higher-priced product going into lower-priced product? Would it pay to save more blood for sausage and send less to the cooker?

Conditions are changing rapidly. Markets and prices shift overnight, often from hour to hour. Consumer preferences and choice of meat products vary with prices and supply. The whole situation needs careful watching if a plant's production of both edible and inedible products are to be processed, manufactured and sold so as to yield the greatest possible return.

Freezing Chickens

A packer has been comparing appearance of his frozen chickens with those of a competitor. He believes his own product can be improved. He writes:

Editor THE NATIONAL PROVISIONER:

We are not satisfied with our results in freezing chickens. They are not firm and white when brought out of storage, and do not compare favorably in appearance with those of our competitors. We pack them in 100-lb. baskets with paper between each row, and store them at a temperature of 10 to 14 degs. Fahr. How can we prevent freezer burn?

Chickens should be frozen at a temperature of minus 10 to 15 degs. Fahr. Freezer burn is undoubtedly one of the causes of poor appearance in frozen chickens, as drying out of the skin results in depressed blotches. It can be prevented by wrapping the birds in parchment or freezer burn paper. Such protection is absolutely necessary if dehydration is to be avoided.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.
Name
Street
City

Enclosed find 5-cent stamp.

Minced Ham

Minced ham is a product popular at all seasons, but which sells particularly well during summer months. A small packer planning to go after minced ham business in his territory more aggressively asks for a formula that will make a good product. He writes:

Editor THE NATIONAL PROVISIONER:

We have made minced ham for a number of years, but never have been completely satisfied with the quality of our product. We want more minced ham business this season, and believe the first step toward getting this greater volume is to put out a better product. Will you please furnish us with a formula for this product, together with methods of processing?

A good quality minced ham can be made as follows:

35 lbs. bull meat
15 lbs. pork cheeks
45 lbs. pork trimmings
5 lbs. cereal
7 oz. white pepper

Grind bull meat through ¾-in. plate, put in silent cutter, add 25 per cent ice, cut fine and add for each 100 lbs. of meat

3 lbs. salt
3 oz. saltpepper
8 oz. sugar

The fine cut meat is then placed in shallow pans in layers 4 to 6 in. deep and cured at a temperature of 38 to 40 degs. Fahr. for 36 to 38 hours.

Pork cheeks and trimmings are put through the ¾-in. plate and to each 100 lbs. of these meats are added

3 lbs. salt
3 oz. saltpepper
8 oz. sugar

These curing ingredients are mixed thoroughly with the meat and the mixture is put in shallow pans in layers 4 to 6 in. deep and cured at a temperature of 36 to 38 degs. Fahr. for 2 to 3 days.

After curing, the bull meat is again put in silent cutter for a few revolutions. A small amount of ice is added before machine is started. The cured cheeks and trimmings are then added and entire mass chopped fine. Enough ice is kept in cutter to prevent heating of meat.

Meat is then stuffed in beef bungs or bung-size manufactured casings and smoked for 2½ hours. The smoking is started at a temperature of 110 degs. in a dense smoke, and temperature is increased gradually so that it will be 160 degs. during last half hour of smoking process.

Cooking is done at a temperature of 160 degs. for 2½ hours.

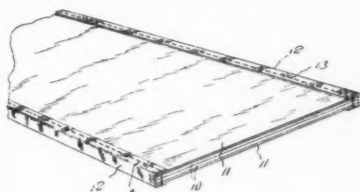
Do you use this page to get your questions answered?

Recent Patents

New devices relating to the meat and allied industries on which patents have been granted by the U. S. Patent Office are described in this column

Sausage Casing

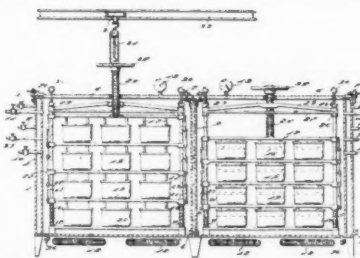
Stanley Gall, Cincinnati, O. A sausage casing with opposed walls of uniform width throughout. The longitudinal edge of the walls are turned in with a strong binding strip snugly folded around the adjacent longitudinal edges of the walls and upon the turned longitudinal edge portions at



each side of the casing, the stitching extending through the inturned longitudinal edge portions of both walls and through the longitudinal edge portions of the binding strip at each side of the casing to provide concealed leak-proof joints between the longitudinal edge portions of said walls. Granted Dec. 25, 1934. No. 1,985,564.

Apparatus for Cooking

Christopher Offenhauser, Philadelphia, Pa. An apparatus comprised of a packeted tank having separate compartments with a cover for each compartment and means for fastening them down. An article carrier is connected with a cover with relatively movable

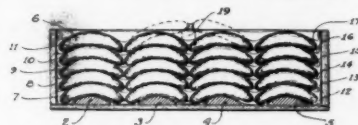


shelves and article containers on the shelves with covers provided with lugs engaged by the shelf above it. A pressure feed screw effects a relative movement of the shelves while in their compartment and means for introducing a cooking medium into the compartments. Granted Jan. 1, 1934. No. 1,986,115.

Sausage Linking Method

Floyd Seaver, Chicago, Ill., assignor to Swift and Company, Chicago, Ill. A sausage package comprising a container with several layers of unsmoked link sausage, several rows in each layer and

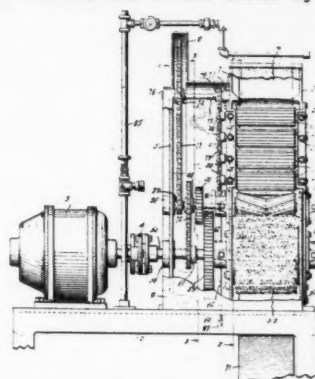
all links in each layer being linked into a single string of the number of individual links desired for an individual length of smoke stick, the container having in the bottom a plurality of



strips somewhat narrower than the individual links of sausage and arched to a degree equal to the natural curve of the casings used for stuffing the product. This provides a support and prevents distortion. Granted Dec. 11, 1934. No. 1,983,381.

For Defatting Entrails

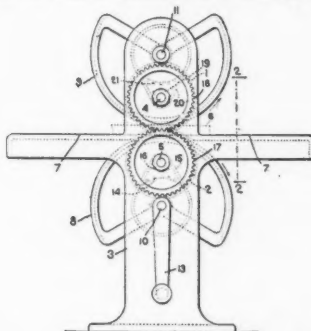
William Miller, Kansas City, Kans. This apparatus is comprised of a plurality of pairs of corrugated rollers, a rotary cutter for cutting the fat from the entrails fed to the cutter by the



corrugated rollers and a pair of rotary brushes adapted to receive the de-fatted entrails from the rotary cutter and to remove the remaining fat therefrom. Granted Dec. 11, 1934. No. 1,984,227.

Meat Slicing Machine

Joseph P. Spang, Quincy, Mass. A machine comprised of two sets of rotary slitting knives with means to feed a slice of meat between the two sets of



knives presenting knives of different diameters, whereby slits of different depths are cut in each face of the slice of meat. Granted Jan. 1, 1935. No. 1,986,076.

Rust and Corrosion

Everyday Problems of Meat Plant Equipment and Maintenance and How to Solve Them

THE TOLL OF RUST

BY HENRY TRAPHAGEN.

Rust, corrosion and material deterioration cost the American people a weekly loss of 20 million dollars, it has been estimated.

Meat packers pay a considerable proportion of this huge sum. Must they continue day after day to pay this tribute? How much of their annual rust, corrosion and deterioration loss could they save? Answers to these questions are important.

Ordinary steel and iron rusts; wood rots; brass and bronze corrode. Expensive equipment and buildings slowly but surely deteriorate into the junk heap. And the packer pays for this loss in higher maintenance costs and early replacement of equipment—unless he uses proper methods of prevention and protection.

The words "proper methods" are used because there is no universal remedy for all conditions. Stainless steels and other non-corrosive metals would solve most of the packer's rust and corrosion problems, but they are not used for as many purposes in the meat packing plant as they might be.

On other metals and building construction materials there is no protective substance known that will meet all conditions and stand up under all circumstances. Each corrosion and deterioration problem requires individual thought and attention.

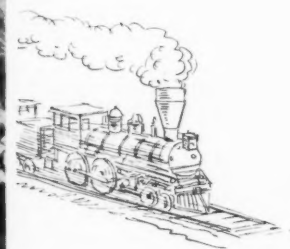
Science has learned much about rust, corrosion and deterioration of building construction materials and can help meat packers by pointing out the proper metals to use to prevent these losses and the way to protect others against these forces.

It can choose the right paint or the safest material for a definite job. It can reduce building maintenance and save expensive equipment from an early trip to the junk heap. It can prolong life of materials in use and save much needless labor and expense.

In later discussions in this column the searchlight of science will be turned on rust, deterioration and their effects.

WATCH YOUR KILLING FATS

It is important that killing fats should go directly to the rendering kettle. "PORK PACKING," The National Provisioner's latest book, explains why and gives many other important details of lard rendering.



MARVELS OF THE AGE

SUSTAINED SPEED
400 MILES IN 400 MINUTES



Sausage Seasoning *With*

SUSTAINED Flavor
SUSTAINED Uniformity
SUSTAINED Economy
SUSTAINED Sales Appeal
SUSTAINED Sales Volume
SUSTAINED Profits

What this famous Chicago & North Western train means to the traveling public—Legg's OLD PLANTATION SEASONINGS mean to the meat packing industry.

Both are marvels of the Modern Age—the one a marvel of *sustained speed*, the other a marvel of

sustained quality and sustained profits in the manufacture and sale of sausage products. Legg's OLD PLANTATION SEASONINGS are the only dry-spice seasonings that combine the famous, popular OLD PLANTATION flavor with improved, attractive appearance in the seasoned product. Test samples on request.

A.C. LEGG PACKING CO., INC.

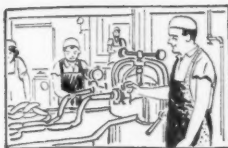
BIRMINGHAM, ALABAMA.

"WORLD'S LARGEST BLENDERS OF SAUSAGE



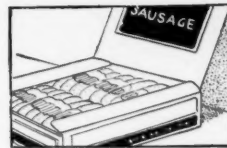
U. S. A.

SEASONINGS"



A Page
for the

SAUSAGE Manufacturer



Thoughts on Sausage Merchandising in a Year of Changed Conditions

S SAUSAGE manufacturers in recent years have been up against a "buyer's market" and the attendant evils and unethical practices that invariably develop during such times.

This year sellers may have their in-ning. Conditions point to a "sellers' market." If this develops, there will be the opportunity for sausage manufacturers to improve their merchandising position by abandoning some unprofitable practices. With supplies less plentiful, there should be more time to study merchandising practices, and to do selling with more consideration for quality of product and cost to produce.

Cost of Distribution

Among things which could stand close scrutiny is **COST OF DISTRIBUTION**. It is not unusual for a sausage manufacturer to seek markets at comparatively long distances from his plant, when there is at his door a potential volume of business several times larger than his plant could produce.

Spotty distribution is often the result of inefficient merchandising. Every mile which products are transported adds to their cost. But as transportation contributes nothing to quality or good appearance, the sausage manufacturer cannot always add this cost to his selling price.

The only thing left for him to do is absorb it—to take it out of profits, if any. More intensive merchandising in a restricted territory is one of the most constructive and profitable activities sausage manufacturers could engage in.

Cost of Selling

Cost of selling is another angle to watch, particularly in territories where, because of distance from plant or small volume, returns fall below cost to produce. The effort necessary to do business in some of these territories often would yield better profits if transferred to sections where sales potentialities are larger.

And in all territories, even if direct selling costs do not increase, cost of selling per unit of product will rise if volume decreases. Selling prices, therefore, need constant consideration in relation to volume.

Margins vs. Volume

With supplies smaller, the sausage manufacturer must need give greater consideration to margins and less to

volume. Profit spreads may be widened by increasing prices or reducing costs, or both. Costs can be increased above established levels only with superior products or merchandising.

But there is no limit to which production economies can be carried. Constant vigilance in the plant, to spot and eliminate waste and loss, and to keep processing and manufacturing efficiencies high, always pays big dividends.

Relations with Retailers

Relations with retailers also need careful reviewing. Terms, claims, small orders, special deliveries and unusual favors might be handled more effectively in many instances. In every locality, bad practices that need correcting have grown up. A basis of trading, fair to retailer and sausage manufacturer, and without special advantages to either, can easily be worked out with satisfactory results.

EDUCATING CONSUMERS

Per capita consumption of sausage is far below what it should be.

One reason for this, an Eastern manufacturer of quality sausage believes, is lack of appreciation on the part of housewives of the high food value and economy of sausage, the condition of cleanliness under which it is produced, and care used in the selection of ingredients.

Tell the public more about sausage, he says, and watch sausage consumption figures climb.

Education of consumers is often a slow process, but it need not necessarily be an expensive one. A portion of each newspaper advertisement might be used at small expense for purely educational purposes. Visits to a plant by women's organizations are not difficult to promote. Direct mail matter is effective both in building consumer demand and passing on facts the housewife should be glad to have.

It is particularly important for the consumer to know that the *price asked for sausage is a fair indication of its quality*. She should be convinced that there is no magic by which poor quality ingredients can be changed during processing into high quality finished products.

General appreciation of this fact would go far toward preventing destructive price competition that bobs up periodically among sausage manufacturers.

Housewives should also appreciate that, considered from the food value standpoint, *sausage is a cheap food*. Sausage is all meat — concentrated nourishment.

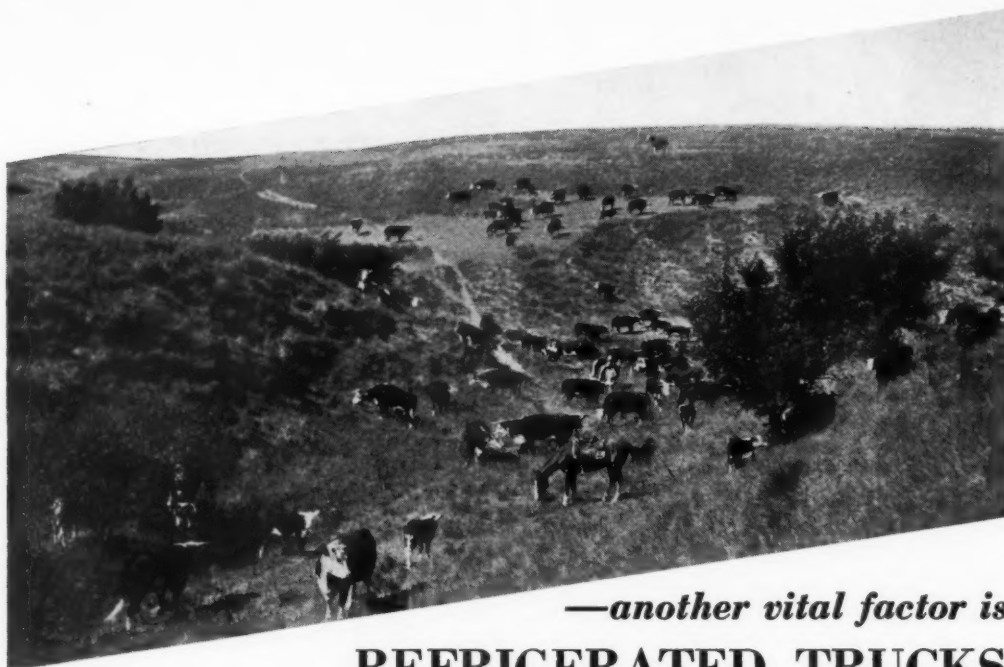
Conditions of manufacture are also another important point to stress. The plant that has government or state inspection might very properly make capital of the fact.

Many housewives are too busy to make their own food investigations. This does not mean, however, that they are not interested in foods and in stretching their dollars to cover their food budgets. Most housewives will study any literature on foods that comes to them. If sausage consumption is to be increased, or even maintained, this sausage manufacturer believes, the housewife can no longer be left to absorb sausage facts incidentally from observation and disinterested sources. She must have the information that only the sausage manufacturer can give her and this information must contain facts as today's housewives are a clear-thinking and intelligent lot.



FITS A SLICE OF BREAD.

Corned beef stuffed in a Visking and cooked in a mold can be shaped to the approximate size of a slice of bread, giving a product that slices cleanly and that can be used for sandwiches or other purposes with practically no waste. The idea, developed in Chicago, has since been applied by numerous packers to various kinds of sausage.



—another vital factor is
REFRIGERATED TRUCKS

The visible supply of sound, marketable live stock is of paramount importance to the packing world.

Another vital factor is the refrigerated truck system that gets the dressed meat to the retail market.

On the efficient mechanical performance of numerous truck fleets rests the economical delivery of meat and meat products in prime condition over wide areas.

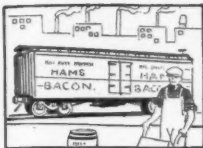
Two factors must be considered in securing low cost operation of refrigerated trucks. One is the cooling system. The other is the insulation. The first takes heat out. The second keeps it out.

Dry-Zero insulation has a history of success in hundreds of fleets. It has actually made possible improved refrigeration, longer delivery ranges and lower operating costs. And as a plus-service, it has enabled operators to build truck bodies lighter in weight, with a consequent saving in cargo space, tire wear and gasoline consumption.

Dry-Zero Corporation engineers have cooperated in the solution of refrigeration and insulation problems of fleets throughout the country. They render a service to operator or body builder. Fleet superintendents are invited to use this engineering service, without obligation. Dry-Zero Corporation, Merchandise Mart, Chicago or 687 Broadview Ave., Toronto, Ontario.

DRY-ZERO STANDARD BLANKET—DRY-ZERO SEALPAD
 DRY-ZERO INSULATED TARPAULIN—DRY-ZERO PLIABLE SLAB

DRY·ZERO
REG. U.S. PAT. OFF.
**THE MOST EFFICIENT
 COMMERCIAL INSULANT KNOWN**



REFRIGERATION

and Frozen Foods



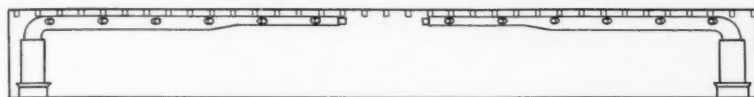
Does Rapid Air Circulation Increase Cooler Shrinkage?

ANOTHER theory long held by meat men—that rapid air circulation in hog chill rooms induces a high percentage of shrink—apparently is disproved by results being secured with at least two refrigeration installations made recently.

In a Southern meat plant there has been placed in operation in the chill

rather high air velocity, and practically no temperature variations at different points. Shrink has been reduced $\frac{1}{2}$ of 1 per cent below the average for the room when the brine spray system of refrigeration was in use.

It is not possible to give a detailed description of this room and the method of refrigeration at this time, due to the



CROSS SECTION OF HOG CHILL ROOM SHOWING METHOD OF INSTALLING AIR DUCTS.

room a refrigerating system in which a large circulation of air at rather high velocity is the principal feature. In this installation four refrigerating units are used, each consisting of a fan and a bank of direct expansion coils. These units are installed in what formerly was the brine spray deck.

Air is removed from the chill room through a central duct, cooled by being blown over the coils and redistributed through the room through a series of ingeniously-devised slots or ducts in the ceiling.

Hog Chilled in 14 Hours

Hot hogs are brought to cutting tem-

perature in this room in an average time of 14 hours. In emergencies, or when killing was heavy, cutting has started 12 hours after the first carcasses were moved into the room.

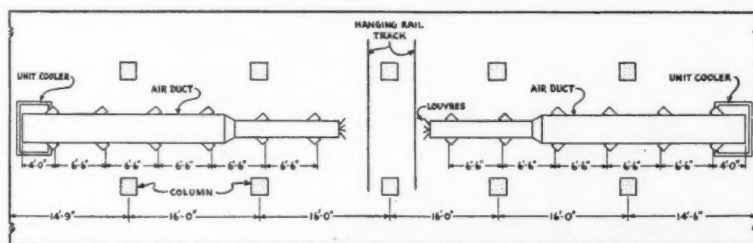
Careful tests in this room disclose a

Another Installation in Operation

Another hog chill room refrigerating system similar in principle to the one installed in the Southern plant referred to, but differing in application, has been made recently in the plant of Dependable Packers, Inc., Chicago.

In this case refrigeration is furnished by two unit coolers, as shown in the accompanying plan and section drawings, one unit being placed at each end of the rather long and narrow room.

In this application air distribution is



UNIT COOLERS MAINTAIN HIGH HUMIDITY IN HOG CHILL ROOM.

This new system is designed to move a large volume of air at a rather high velocity, but so evenly distributed that strong drafts are avoided. Chilling is rapid and shrink is low, due to the high humidity—90 per cent—maintained. Unit coolers are of the brine spray type. (Drawings courtesy X L Refrigerating Co., Chicago.)

secured by galvanized sheet iron ducts leading from each unit. These are placed at the center line of the room at the ceiling, and are graduated in size to secure an equal air pressure throughout their length. Openings are provided

in these ducts at intervals to secure an equal air distribution to all points.

High Humidity Keeps Shrink Low

In this case, also, the system has been designed to move a large volume of air. While the air movement is rather rapid, its distribution is so even that drafts are not noticeable. Results have been excellent. Chilling is rapid and shrink has been reduced considerably below that which formerly resulted in this room when the direct expansion system of refrigeration was in use.

It is thought that in this case the low shrink results because of the high humidity maintained and regardless of the large volume of air circulated. With both units working, the dry bulb thermometer registers 32 degs. and the wet bulb 31 degs., indicating a relative humidity of 90 per cent. Regardless of this high humidity, however, walls and ceilings are dry.

Brine spray unit coolers are used. Refrigeration for these units is supplied by a motor-operated compressor, thermostatically controlled, installed in the basement.

An important feature of this type of refrigeration is that the coldest temperature is at or near the ceiling, and therefore hams chill more quickly, reducing loss due to bone souring.

REFRIGERATION NOTES

M. L. Rawlins, Wymore, Nebr., will construct a cold storage plant. The old buildings will be wrecked.

The Williams County Farmers Union plans the establishment of a cold storage plant at Williston, N. Dak.

A distribution, storage and refrigeration plant is to be erected at Cincinnati, O., by the Ferro-Concrete Construction Co. to be occupied by Standard Brands.

A new refrigeration and cold storage building is to be erected at Oregon City, Ore., by the Oregon City Ice Works.

The Columbia Highway market, The Dalles, Ore., is being remodeled to include new storage room with 300 lockers for rental.

The Coast Product Co. is building a new storage plant at a cost of about \$12,000 in Aberdeen, Wash.

The Farmers Meat Market, Ritzville, Wash., will install individual cold storage plants.

The North Pole Ice Co., Clarksburg, W. Va., has filed permit to erect a tile building at an estimated cost of \$1,000 to be used for a storage room.

WATER OIL GREASE

KVP GENUINE VEGETABLE PARCHMENT

SAFE!

KALAMAZOO VEGETABLE PARCHMENT CO.
PARCHMENT (KALAMAZOO COUNTY) MICHIGAN

BUCKET STEAM TRAP

An inverted bucket steam trap, incorporating flexibility of installation, accessibility of parts for cleaning and inspection and continuous discharge of condensate is now being produced by V. D. Anderson Co., Cleveland, O. No



PARTS ARE EASY TO REACH.

Simplicity of this inverted bucket steam trap allows easy installation and maintenance.

pipe fittings are necessary to install trap on steam line. Condensate entering trap is deflected on bottom of case and directed upward, permitting trap to remain open under heavy load periods. Working parts are of heat-treated stainless steel and valves and seats of chrome alloy.

CONVERTIBLE MOTORS

A new line of convertible squirrel cage and slip ring induction motors, offering all standard frequencies for service ranging from 110 to 220 volts, has just been announced by the Harnischfeger Corp., Milwaukee, Wis.

A feature of these new motors is their ready convertibility from open type to fan-cooled, splash-proof or totally enclosed construction. This is accomplished through the design of the frame, end heads and bearings to permit interchangeability in the four above mentioned types of single or multi-speed squirrel cage and slip ring motors. These standard AC motors are adaptable to various service requirements.

New Trade Literature

Brief reviews of advertising literature of interest to operating and merchandising executives in the meat packing and allied industries. Copies of the publications mentioned here may be obtained by addressing those issuing them, or THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Steam Booster Compressors and Centrifugal Pumps. Worthington Pump and Machinery Corp., Harrison, N. J. Three booklets, profusely illustrated, dealing with engine-room machinery. Steam booster compressors may be used in increasing steam pressure without the necessity of new boiler installations. The booklet gives general details of this type of machinery.

Master Metal. Reynolds Metals Co., Inc., New York City—A booklet dealing with application of metal wrappings to meat products. The booklet gives, by charts and tables, results of shrinkage tests on smoked hams, boiled hams, lard, smoked pork butt, bacon, tongue and sausage room products wrapped in metal foil.

Cold Storage on Wheels. Safety Refrigeration, Inc., New York City.—An illustrated pamphlet of interest to shippers of perishable products. Operation of silica gel iceless refrigerator cars is explained and graphic records of temperatures maintained in cars on actual cross-country trips are reproduced and compared with records of outside temperatures encountered while cars were enroute.

Industrial Power Transmission. Power Transmission Council, New York City.—A 36-page booklet contrasting, in non-technical manner, individual and group driving for machinery. Many illustrations demonstrate power losses, motor efficiency losses, maintenance costs and original investment costs for both methods of transmitting power to machinery.

Motorized Speed Reducers. Link-Belt Co., Chicago, Ill.—A 20-page illustrated booklet devoted to newly developed line of motorized speed reducers, in which motor is mounted directly on side of reducer housing, making a shaft coupling or a motor base plate unnecessary. It shows by means of an example how proper reducer can be selected from tables, which give dimensions, capacity ratings, and speed ratios.

PRINTING PEL-O-CEL CASINGS

Packers' trade marks and advertising designs are now imprinted on Pel-o-cel artificial casings under a process developed for its own products by the Pel-O-Cel Products Corp. It is said that handling, moisture and contact with other meat—factors encountered in every retail store—cannot deface the printed matter on these casings. Such agents never touch the actual printing, which is an integral part of the casing and lies beneath its surface, protected by inner and outer walls.

Printing protected in this manner has been likened to outline lettering, shielded between two panes of glass. Designs and trade marks may be applied to casings singly and in repeat formation, and reproduced insignia are



PERMANENTLY TRADEMARKED

Packers' insignia won't rub off these Pel-O-Cel artificial casings since the printing is "built-in."

said to be accurate and clear. The new process is one of the steps in manufacture of the casing, rather than an additional one. Makers of the casings believe it is impossible to imitate trade marks reproduced in this manner, and that the packer is also protected from unscrupulous alteration.

When do market values warrant working up hog heads? See chapter 3 of "PORK PACKING," The National Provisioner's latest book.

Hog Cut-Out Losses Grow as Product Markets Weaken

BOTH hog prices and product values were "on the toboggan" during the first four days of the current week, with values outdistancing prices, resulting in hog cut-out values considerably less favorable than for the same previous period.

Comparison of cut-out results this week with those of a week earlier tell the story. While hog cost to packers was from 57c to 59c less per cwt., product returned 75c to 90c less. The result was cutting losses of from 61c to 71c

per cwt., compared with losses of 36c to 43c per cwt. during the first four days of the previous week.

Hog receipts were smaller than last week, both at Chicago and in aggregate. Main bearish factor influencing trading was a big drop in the wholesale fresh pork market. On March 13 loins were quoted 18½¢@25c. On March 31 they were listed at 15½¢@19½c.

Wide unfavorable spread between live hog prices and product values resulted in a slow demand for hogs, and prices

eased 50¢@60c, placing values more than \$1.00 under season's peak. Big packers were fair hog buyers, but city butchers and small packers were practically out of the market. Hog quality continues to improve, some of the best bigweight butchers of season being received during the past week.

The following test is worked out on basis of live hog costs and green product prices at Chicago during first four days of current week, average costs and credits being used.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-250 lbs.			250-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	16%	\$ 2.31	13.70	16%	\$ 2.29	13.30	17%	\$ 2.31
Picnics.....	5.50	12%	.70	5.30	12%	.68	5.00	12%	.64
Boston butts.....	4.00	18%	.73	4.00	18%	.73	4.00	18%	.73
Loins (blade in).....	9.70	18½%	1.76	9.30	17½%	1.63	8.80	16%	1.46
Bellies, S. P.....	11.00	19%	2.16	8.70	19	1.65	3.50	18%	.66
Bellies, D. S.....	.....	.....	.....	3.00	15½%	.47	9.00	15%	1.38
Fat backs.....	1.00	10½%	.11	3.00	11%	.34	5.00	13	.65
Plates and jowls.....	2.50	11½%	.29	2.50	11½%	.29	3.30	11½%	.38
Raw leaf.....	2.00	12.47½%	.25	2.10	12.47½%	.26	2.20	12.47½%	.27
P. S. lard, rend, wt.....	12.90	12.82½%	1.65	12.60	12.82½%	1.62	11.20	12.82½%	1.44
Spareribs.....	1.50	13	.20	1.50	13	.20	1.50	13	.20
Trimnings.....	3.00	14	.42	2.80	14	.42	2.70	14	.42
Feet, tails, neckbones.....	2.00	.....	.13	2.00	.....	.13	2.00	.....	.13
Offal and misc.....	.....	.....	.40	.....	.....	.40	.....	.....	.40
TOTAL YIELD AND VALUE.....	69.00%		\$11.11	70.50%		\$11.11	71.50%		\$11.07
Cost of hogs per cwt.....			\$ 8.85			\$ 8.89			\$ 8.82
Condemnation loss.....			.04			.04			.04
Handling and overhead.....			.68			.61			.57
Processing tax.....			2.25			2.25			2.25
TOTAL COST PER CWT.....			\$11.82			\$11.79			\$11.68
TOTAL VALUE.....			11.11			11.11			11.07
Loss per cwt.....			.71			.68			.61
Loss per hog.....			\$ 1.42			\$ 1.60			\$ 1.68

Ohio Packers to Meet

An additional series of meetings to discuss recommendations which will tend to eliminate any uneconomic and wasteful practices prevailing in the meat packing industry has been arranged by the Institute of American Meat Packers. Meetings will be held in the following cities in Ohio during the week beginning March 25:

Cincinnati, Netherland Plaza hotel, 2 p.m., Monday, March 25.

Dayton, Miami hotel, 12:15 p.m. (luncheon), Tuesday, March 26.

Columbus, Columbus Athletic Club, 6:30 p.m. (dinner), Wednesday, March 27.

Canton, Chamber of Commerce, 8 p.m., Thursday, March 28.

Cleveland, Chamber of Commerce, 12 noon (luncheon), Friday, March 29.

Toledo, New Secor hotel, 9:30 a.m., Saturday, March 30.

An Institute representative will be present at each of these meetings.

packer year to date, exports of these products totaled 58,107,400 lbs. against 55,246,500 lbs. for the 1933-34 period.

EXPORT FREIGHT RATES

Special export freight rates applying on packinghouse products will be in effect from May 1 to November 16 over Eastern trunk line railroads, following same scale as prevailed during late season of 1934. Ocean conference lines to United Kingdom, Continent and Baltic will make effective competitive summer rates on products not requiring refrigeration. Usual port differentials will apply. Ocean rate this year will be 30c, with arbitraries on shipments to Swansea, Cardiff, Glasgow, Hull, Leith, Dundee, Irish ports and the Baltic. Reduced rates will apply on some types of pork moving to Eastern provinces of Canada.

MEAT AND LARD EXPORTS

Exports of lard, bacon, and hams through port of New York during first four days of current week totaled 444,877 lbs. of lard and 276,760 lbs. of meat.

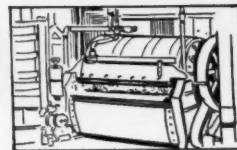
Lard exports from the United States for the full week ended March 16, 1935, totaled 1,605,940 lbs. against 5,431,825 lbs. for the same week in 1934. For the packer year to date, exports of lard have totaled 62,449,052 lbs. against 157,141,280 lbs. for the 1933-34 period.

Bacon and ham exports for the week ended Mar. 16, 1935, totaled 3,016,250 lbs. against 3,824,150 lbs. for the corresponding week in 1934. For the

LARD	100.00
BELLIES	100.00
HAMS	100.00
LOINS	100.00
BUTTS	100.00

Provisions and Lard

Weekly Market Review



Market Fairly Active—Trend Lower Weakness in Other Commodities a Factor—Meat Trade Report Unsatisfactory—Lard Demand Fairly Good—Hog Run Slightly Larger—Hogs Lower.

Market for hog products continued to move downward the past week. Liquidation ran into stop-loss orders at times, and at low point lard was off 155 to 182 points from the season's best levels. Lard was suffering from outside conditions, rather than from any conditions within the market. Selling finally ran its course when outside market recovered somewhat. With technical position strengthened by the drastic shake-out, the market recovered moderately, but not until the September delivery had established a new season's low.

Top hogs at Chicago eased to 8.80c, compared with the season's high point of 9.90c. Receipts of hogs at western packing points last week, were 260,200 head, against 250,200 head the previous

week and 398,400 head the same week last year. Cash meats eased somewhat during the week.

Cash lard trade was reported satisfactory. At times weakness in cottonseed oil had an adverse influence on lard values, cotton oil dipping some 150 to 192 points from the season's best levels.

Fats in Strong Position

Edible fat situation continues satisfactory. There will be no increase in oil stocks until next crop is available. The outlook is for a comparatively small carryover of cotton oil, and there are no prospects of any increase in the make of lard in the immediate future.

There were fears during the week of a lowering or elimination of processing tax. This served to restrict trade in provisions. There was a good character of buying of lard on the decline on the belief that supplies of edible fats and oils are comparatively small and that demand will continue of liberal proportions.

Average price of hogs at Chicago at the outset of the week was 9.10c, against 9.55c the previous week, 4.40c a year ago, 4.15c two years ago, 4.35c three years ago.

Average weight of hogs received at Chicago last week was 237 lbs., against 235 lbs. the previous week, 233 lbs. a year ago, 245 lbs. two years ago.

Official reports of exports of lard for week ended March 9 were 2,491,000 lbs. against 6,582,000 lbs. a year previous. Exports from January 1 to March 9 have been 32,478,000 lbs., against 102,757,000 lbs. the same time in 1934.

Exports of hams and shoulders during week were 648,000 lbs., against 547,000 lbs. a year ago; bacon, 187,000 lbs., against 916,000 lbs.; pickled pork, 73,000 lbs., against 177,000 lbs. last year.

PORK—Market was steady at New York and demand fair. Mess was quoted at \$28.75 per barrel; family, \$26.50 per barrel; fat backs, \$24.50@30.75 per barrel.

(Continued on page 33.)

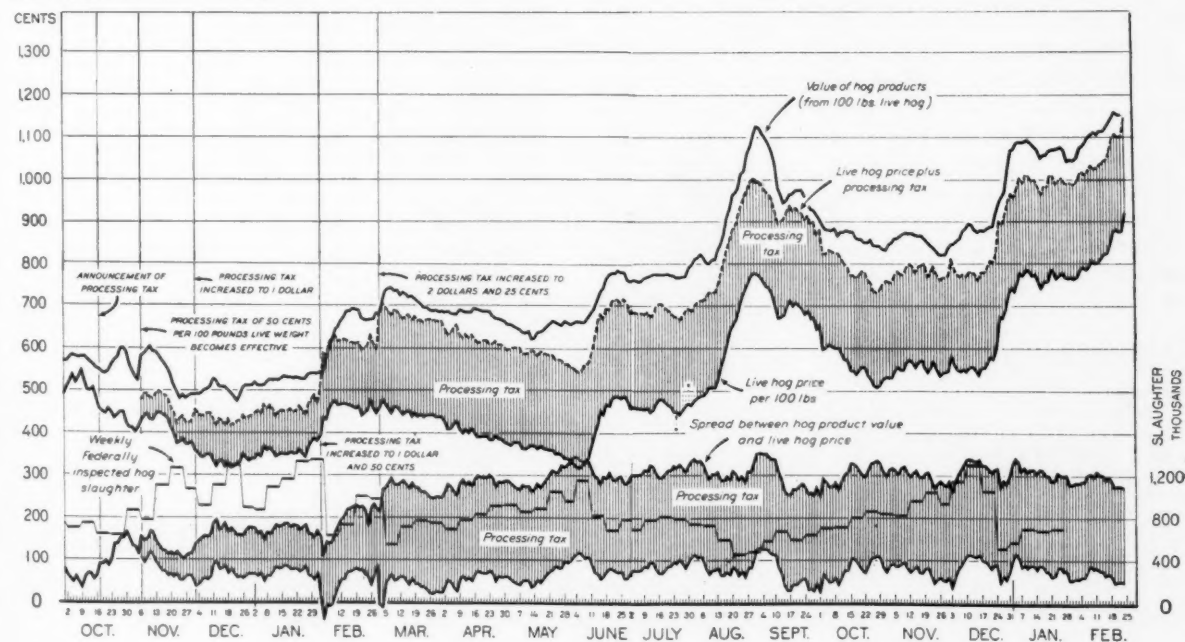
RELATIONSHIP OF PROCESSING TAX TO HOG AND FRESH PORK PRICES

Daily wholesale value of hog products (fresh basis) and price of live hogs (180 to 200 lbs.) at Chicago, September, 1933, to February 25, 1935.

Relation of processing tax since its imposition on November 6, 1934, to cost of live hogs and wholesale prices of fresh pork is shown in this chart prepared by the U. S. Bureau of Agricultural Economics. Wholesale values of fresh pork, as shown, are taken from THE NATIONAL PROVISIONER DAILY MARKET SERVICE.

Spread between live hog prices without processing tax and value of products per 100 lbs. live hog is shown by the bottom line of the chart. To this spread is added the processing tax, indicated by the shaded portion.

This chart indicates that since the processing tax was raised to \$2.25 on March 5, 1934, it has absorbed a very large percentage of the usual small spread between live hog costs and product values. In few cases has this spread between cost of hogs to the meat packer and product values exceeded 1c. In two instances—February and March, 1934—product values from 100 lbs. of live hog dropped below live hog price.



Quality AND Flavor

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of Lebanon, Pennsylvania,
successor to Daniel
Weaver, founder of the
Lebanon Bologna plant.

*...and we've found
Diamond Crystal
Salt has helped a lot
in producing it."*

—writes Mr. J. S. Weaver
of Lebanon, Pa.

"FOR over fifty years," Mr. John S. Weaver tells us, "Lebanon Bologna has been famous for its outstanding *quality* and *flavor*. We ship to every state in the union, and believe me, Diamond Crystal Salt goes a long way in the perfection of our finished product. I can, without any hesitancy, recommend Diamond Crystal Salt to every meat packer who wants to obtain a uniform, savory, quality product."

And meat packers everywhere agree with Mr. Weaver. Because the exclusive Alberger Process of making Diamond Crystal insures its mildness and uniformity—always. That's why you can count on greater incorporation without running the risk of over-saltiness. Why not make a test of Diamond Crystal in your plant? Diamond Crystal Salt Co., (Inc.), 250 Park Avenue, New York, N. Y.



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That Costs No More*



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Heavier "C-B" hinges and the new "C-B" fastener, which were especially designed for Cold Storage Door use, are also new and exclusive improvements found only in use on "C-B" Cold Storage Doors.

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H. J. MAYER & SONS CO.

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Canadian Office
Windsor, Ont.

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Mar. 16, 1935:

	PORK.		
	Week ended Mar. 16, 1935, bbls.	Week ended Mar. 17, 1935, bbls.	Nov. 1, 1934 to Mar. 16, 1935, bbls.
Total	13	125	1,149
United Kingdom	13	105	542
Continental	13	20	442
West Indies			160

BACON AND HAM.		
	M lbs.	M lbs.
Total	3,016	3,824
United Kingdom	2,987	3,417
Continental		364
West Indies	14	6
Other countries	15	37

LARD.		
	M lbs.	M lbs.
Total	1,005	5,431
United Kingdom	4,012	56,894
Continental	43	1,251
St. and Ctl. America		163
West Indies	14	5
B. N. A. Colonies		
Other countries		12

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	13	281	192
Boston		13	
Baltimore			44
Norfolk			151
Newport News		1,682	447
St. John, N. B. West		1,040	737
Halifax			
Total week	13	3,016	1,005
Previous week	50	3,581	2,805
2 weeks ago	10	3,706	2,887
Cor. week 1934	125	3,824	5,431

SUMMARY NOV. 1, 1934, to MAR. 16, 1935.			
	1934 to 1935	1934 to 1935	De-crease.
Pork, lbs.	220	372	143
Bacon and hams, lbs.	58,107	52,246	2,860
Lard, lbs.	62,449	157,141	94,692

CURED MEAT PRICES

Cured pork prices at Chicago for February, 1935:

	Feb., 1935.	Jan., 1935.	Feb., 1934.
--	-------------	-------------	-------------

Hams, smoked, reg. No. 1—			
8-10 lbs. avg.	\$19.50	\$18.75	\$14.69
10-12 lbs. avg.	19.44	18.75	14.06
12-14 lbs. avg.	19.81	19.32	13.88
14-16 lbs. avg.	20.18	19.37	14.19

Hams, smoked, reg. No. 2—			
8-10 lbs. avg.	18.44	17.37	13.56
10-12 lbs. avg.	18.25	17.42	13.25
12-14 lbs. avg.	18.31	17.75	12.81
14-16 lbs. avg.		17.81	13.12

Hams, smoked, skinned, No. 1—			
16-18 lbs. avg.	21.63	20.75	14.56
18-20 lbs. avg.	21.56	20.80	13.81

Hams, smoked, skinned, No. 2—			
16-18 lbs. avg.	18.50	18.00	12.72
18-20 lbs. avg.	17.88	17.90	12.03

Bacon, smoked, No. 1 dry cure—			
6-8 lbs. avg.	26.22	25.15	16.90
8-10 lbs. avg.	26.28	24.60	16.56

Bacon, smoked, No. 1 S. P. cure—			
8-10 lbs. avg.	24.19	22.60	14.50
10-12 lbs. avg.		22.50	14.19

Picnics, smoked—			
4-8 lbs. avg.	14.88	12.90	10.69

Backs, dry salt—			
12-14 lbs. avg.	14.12	13.90	5.94

Lard—			
Refined, H. W. tubs.	14.44	13.82	7.12
Substitutes	13.50	13.07	7.06
Refined, 1 lb. cartons.	14.94	14.32	7.62

LARD AND GREASE EXPORTS

Exports of lard from New York City, Mar. 1, 1935, to Mar. 20, 1935, totaled 2,167,117 lbs.; tallows, none; greases, 40,000 lbs.; stearine, 252,000 lbs.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, MARCH 16, 1935.

	Open.	High.	Low.	Close.
LARD—				
Mar.				12.52½n
May	12.60-67½	12.75	12.50	12.52½b
July	12.67½-70	12.75	12.50	12.52½b
Sept.	12.60-67½	12.75	12.45	12.45-47½b

CLEAR BELLIES—				
May	16.20	16.35	16.20	16.10b
July	16.10	16.20	16.10	16.15b
Sept.	16.10	16.20	16.10	16.15b

MONDAY, MARCH 18, 1935.

LARD—				
Mar.	12.30-25	12.40	12.25	12.30n
May	12.30-25	12.40	12.25	12.30ax
July	12.30-25	12.37½	12.20	12.30-27½
Sept.	12.30-25	12.37½	12.20	12.27½-30

CLEAR BELLIES—				
May	16.05	16.05	15.97½	15.97½
July	16.20	16.20	16.10	16.10b
Sept.	16.00			16.00ax

TUESDAY, MARCH 19, 1935.

LARD—				
Mar.	12.25-27½	12.47½	12.25	12.37½n
May	12.25-32½	12.50	12.25	12.37½b
July	12.25-32½	12.50	12.25	12.35b
Sept.	12.30-35	12.57½	12.30	12.40-35

CLEAR BELLIES—				
May	16.00	16.12½	16.00	16.12½b
July	16.10	16.15	16.10	16.30b
Sept.	16.10	16.15	16.10	16.15b

WEDNESDAY, MARCH 20, 1935.

LARD—				
Mar.	12.42½	12.45	12.30	12.40n
May	12.50-47½	12.50	12.37½	12.40b
Sept.	12.47½-45	12.47½	12.35	12.40b

CLEAR BELLIES—				
May	16.15			16.15
July	16.30			16.30
Sept.	16.10			16.15b

THURSDAY, MARCH 21, 1935.

LARD—				
Mar.	12.55	12.57½	12.55	12.57½b
May	12.45	12.55	12.40	12.55b
July	12.52½-57½	12.57½	12.45	12.55b
Sept.	12.50	12.60	12.40	12.57½ax

CLEAR BELLIES—				
May	15.87½	15.95	15.87½	15.95b
July				16.10b
Sept.				16.15n

FRIDAY, MARCH 22, 1935.

LARD—				
Mar.	12.72½	12.80		12.87½b
May	12.72½	12.80		12.80ax
July	12.65-80	12.80	12.65	12.80b
Sept.	12.65-85	12.85	12.65	12.85ax

CLEAR BELLIES—				
May	16.10			16.10b
July				16.20b
Sept.				16.20b

Key: ax, asked; b, bid; n, nom.; —, split.

MEAT IMPORTS AT NEW YORK

Principal meat imports at New York for the week ended March 16, 1935:

Origin.	Commodity.	Amount.
Argentina—Canned corned beef.	36,000 lbs.	
Brazil—Canned corned beef.	306,000 lbs.	
Canada—1,347 pieces frozen beef.	117,429 lbs.	
Canada—Bacon	2,642 lbs.	
Canada—Pork tenderloins	1,649 lbs.	
Canada—1,222 quarters fresh beef.	191,489 lbs.	
Canada—Frozen beef tongues.	20,546 lbs.	
Canada—Frozen calf livers.	2,280 lbs.	
Canada—Frozen pork trimmings.	24,500 lbs.	
Canada—Sausage	425 lbs.	
Denmark—Liverpaste	1,123 lbs.	
England—Bacon	3,600 lbs.	
Germany—Sausage	5,422 lbs.	
Germany—Ham	5,553 lbs.	
Germany—Bacon	110 lbs.	
Ireland—Bacon	3,162 lbs.	
Ireland—Ham	9,049 lbs.	
Italy—Sausage	3,292 lbs.	
New Zealand—200 quarters fresh frozen beef	44,952 lbs.	
Norway—Meat cakes	1,130 lbs.	
Poland—Sausage	4,497 lbs.	
Uruguay—Canned corned beef.	342,000 lbs.	

CASH PRICES

Based on actual carlot trading Thursday March 21, 1935.

	REGULAR	HAMS	*S.P.
8-10	17	16½	
10-12	17	16½	
12-14	17	16½	
14-16	17	16½	
16-18	17	16½	

	BOILING HAMS	*S.P.
Green	17½	
17-18	17	
18-20	17½	
20-22	17½	
22-24	17½	

	SKINNED HAMS	*S.P.
Green	18½	
18-19	18½	
19-20	18½	
20-21	18½	
21-22	18½	
22-23	18½	
23-24	18½	
24-25	18½	
25-26	18½	
26-27	18½	
27-28	18½	
28-29	18½	
29-30	18½	
30-31	18½	

	PICNICS	*S.P.
Green	13	
4-6	13	
6-8	13	
8-10	13	
10-12	13	
12-14	13	

	BELLIES	*D.C.
(Square cut seedless)		
(S. P. ¼c under D. C.)		
Green	20	
6-8	20	
8-10	20	
10-12	20	
12-14	19½	
14-16	19½	
16-18	19	

	D.S. BELLIES	Rib
Clear		
14-16	16½	
16-18	16½	
18-20	16½	
20-22	16½	
22-24	16½	
24-26	16½	
26-28	16½	
28-30	16½	
30-32	16½	
32-34	16½	
34-36	16½	
36-38	16½	
38-40	16½	
40-42	16½	
42-44	16½	
44-46	16½	
46-48	16½	
48-50	16½	

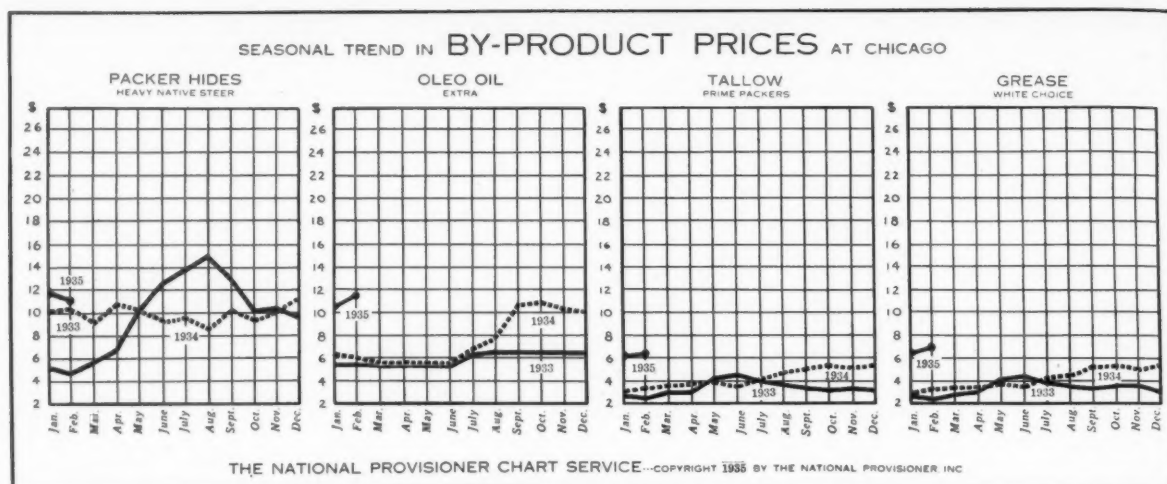
	D.S. FAT BACKS	
6-8	11	
8-10	11½	
10-12	12	
12-14	12½	
14-16	13	
16-18	13½	
18-20	14	
20-22	14½	
22-24	15	
24-26	15½	
26-28	16	
28-30	16½	
30-32	17	
32-34	17½	
34-36	18	
36-38	18½	
38-40	19	
40-42	19½	
42-44	20	
44-46	20½	
46-48	21	
48-50	21½	

	OTHER D.S. MEATS	
Extra Short Clears.	35-45	16½n
Extra Short Ribs	35-45	16½n
Regular Plates	6-8	13½
Clear Plates	4-6	12½
Jowl Butts		12
Green Square Jowls		14
Green Rough Jowls		12½

	LARD	
Prime Steam, cash	12.87½n	
Prime Steam, loose	12.87½ax	
Refined, boxed, N. Y.—Export	unquoted	
Neutral, in tierces	14.50	
Raw Leaf	12.87½n	

MORE HOGS IN ARGENTINA

Anticipating an abundant corn crop, Argentina has inaugurated an extensive campaign for encouraging hog production. This year the country's exportable surplus of corn is estimated at 10,000,000 tons which is easily marketable due to the feedstuff shortage in the United States. When this shortage does not exist there might occur marketing difficulties. Therefore, there is a resolute drive in the country to increase pork production.



This chart in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series show trend of by-product prices during first two months of 1935, compared with similar trends during a similar period one and two years ago.

Prices of by-products were considerably higher at the opening of the year than during the same time one and two years previously, reflecting for the most part a smaller production and a strong position in all competing fats and oils, a situation that may continue until domestic livestock and vegetable oil production is better adjusted to demand.

Hides.—Prices for heavy native steers showed a seasonal trend during the first two months of the year. Movement of drought cattle to market during late summer of 1934, and subsequent purchases by government of over 8 million cattle resulted in a large accumulation of light native cow hides. While about 2 million government hides are to be held in storage until the market can absorb them gradually, the accumulation had a serious effect on prices during last 6 months. Considerable stocks of native steer hides are held by packers. Until late February these hides brought good premium over light hides, but demand has not been sufficient to absorb stocks. Packers have endeavored to offset accumulations of light native cows and native steers by

keeping other descriptions fairly well sold up. While easiness in other markets has influenced hide prices, downturn in native steers late in February was to a great extent seasonal. In late winter these hides run too grubby for many uses, and must eventually find their outlet in sole leather, in competition with branded hides and at branded hide prices.

Extra Oleo Oil.—Trend of oleo oil prices has been upward since first of year. As with other oils and greases, limited production and strength in competing fats and oils have been influencing factors. However, while demand has been fairly active and a strong tone has featured market most of the time, there has been considerable reluctance on the part of consumers to follow prices upward.

Tallow.—Sentiment in tallow has been mixed during much of the period, veering with the action of outside markets and competing oils. Foreign offerings were also a factor at times. The bullish factor at all times has been that there are no prospects of increased production in sight. Soap manufacturers have experienced a good demand for their products, and while they hesitated to follow price upturns any price setbacks invariably found them absorbing supplies.

Greases.—The trend in grease prices has been influenced by the same factors and conditions affecting tallow. A rather firm situation prevailed during most of the first two months of the year. Offerings have not been liberal most of the time, producers apparently preferring to hold on a rising market. Buying interest was good for most of the period.

ANIMAL SOFT HAIR CODE

The animal soft hair industry code authority has applied to the NRA for approval of a \$450 budget and a basis of contribution for the six months period March 1, 1935, to August 31, 1935. Basis of contribution proposed is \$1.50 per month for each employee. Estimates place the number of employees in the industry at 50. Suggestions or objections concerning this budget and basis of contribution must be filed with assistant deputy administrator Victor Sadd, room 3024, Department of Commerce Building, Washington, D. C., before March 26, 1935.

Watch the "Wanted" page for positions.

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STEDMAN'S Type "A" Hammer Mills are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

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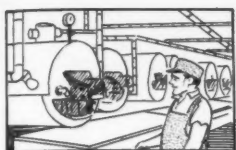
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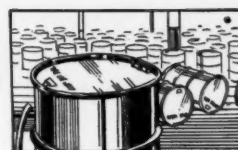
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Tallows and Greases

Weekly Market Review



TALLOW—Feature in tallow market at New York the past week was an easing in values of $\frac{1}{4}$ @ $\frac{1}{4}$ c from best levels of upward movement. After holding very firmly at 7c f.o.b. for extra New York, market took on considerable quietness, and a barely steady tone. Subsequently, extra eased to 6 $\frac{1}{2}$ c f.o.b. on sale of 5 tanks but recovered to 6 $\frac{3}{4}$ c f.o.b.

Trade was lighter than recently. On declines, however, consumers were displaying interest, and reports from soapers' quarters continued to indicate a satisfactory movement in finished product. Sentiment was less bullish on tallow, although there was little or nothing to indicate any increase in the make, nor was there any indication of any burdensome supply overhanging the market.

Producers were reported fairly well sold up. Foreign tallows were slightly cheaper than a week ago. Reports had it that further business in South American stuff had been put through to Southern ports on a basis of 5.85c c.i.f. At New York South American was quoted at 6c c.i.f.

At New York, special loose was quoted at 6 $\frac{1}{2}$ c; extra, 6 $\frac{3}{4}$ c f.o.b.; edible, 9 $\frac{1}{4}$ c nominal.

At Chicago, tallow market was rather quiet but steady, with inquiries and offerings about equal and trade light. At Chicago, edible was quoted at 8@8 $\frac{1}{2}$ c; fancy, 7 $\frac{1}{2}$ c; prime packer, 7 $\frac{1}{4}$ c; special, 7c; No. 1, 6 $\frac{1}{2}$ c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, April-May shipment, was off 1s for week, at 28s 6d. Australian good mixed, April-May, Liverpool, was also down 1s at 28s 6d.

STEARINE—Last business reported at New York was at 12 $\frac{1}{2}$ c for oleo. Market was quieter but steady and quoted at 12 $\frac{1}{4}$ @12 $\frac{1}{2}$ c. At Chicago, trade appeared routine and market steady. Oleo was quoted at 11 $\frac{1}{4}$ @11 $\frac{1}{2}$ c.

OLEO OIL—Trade was rather quiet at New York, but market was reported steady. Extra was quoted at 14 $\frac{1}{2}$ @15c; prime, 14 $\frac{1}{2}$ @14 $\frac{1}{2}$ c; lower grades, 13 $\frac{1}{2}$ @14c. At Chicago, market was quiet and steady. Extra was quoted at 13 $\frac{1}{2}$ @14c.

(See page 33 for later markets.)

LARD OIL—Market was quiet and barely steady, but oil prices at New York were unchanged for week. No. 1 was quoted at 10 $\frac{1}{4}$ c; No. 2, at 10c; extra, 11 $\frac{1}{4}$ c; extra No. 1, 10 $\frac{1}{2}$ c; prime, 17c; winter strained, 11 $\frac{1}{2}$ c.

NEATSFOOT OIL—Demand was rather quiet and market about steady

at New York. Cold pressed was quoted at 16 $\frac{1}{2}$ c; extra, 11c; No. 1, 10 $\frac{1}{2}$ c; pure, 12c.

GREASES—A rather quiet trade featured market for greases at New York the past week, with tone barely steady. Interest was of a routine character and rather small. Offerings were not pressing, but a slightly easier feeling in tallow was followed by rumors that yellow and house grease had sold at 6 $\frac{1}{2}$ c. Producers' stocks are believed to be moderate in size, and are rather well held.

At New York, yellow and house were quoted at 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c; A white, 7 $\frac{1}{2}$ c nominal; B white, 7 $\frac{1}{2}$ c nominal; choice white, 8 $\frac{1}{2}$ c nominal.

At Chicago, trading was quiet in greases but the market was steady. Offerings were limited and inquiries fair. Choice white sold at 7 $\frac{1}{2}$ c f.o.b. Chicago prompt shipment early in the week. At Chicago, brown was quoted at 6 $\frac{1}{4}$ c; yellow, 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c; B white, 7c; A white, 7 $\frac{1}{4}$ c; choice white, all hog, 7 $\frac{1}{2}$ c.

BY-PRODUCTS MARKETS

Chicago, Mar. 21, 1935.

Blood.

Market at Chicago for unground is nominal at \$3.25 per unit.

	Unit Ammonia.
Ground	@\$3.30
Unground	@ 3.25n

Digester Feed Tankage Materials

Buying interest light. Producers offering at \$2.90@3.00 & 10c.

	Unit Ammonia.
Unground, 10 to 12% ammonia. \$2.90@3.00 & 10c	
Unground, 8 to 10%	2.85@2.90 & 10c
Liquid stick	@ 2.25

Dry Rendered Tankage

Offerings light and buying interest narrow.

Hard pressed and exp. unground per unit protein .....	.55@ .60
Soft prod. pork, ac. grease & quality, ton	@45.00
Soft prod. beef, ac. grease & quality, ton	@40.00

Packhouse Feeds.

This market about steady with last week.

	Cariots.
Digester tankage meat meal 60%	@\$45.00
Meat and bone scraps, 50%	@ 40.00
Steam bone meal, 65%, special feeding, per ton	@ 30.00
Raw bone meal for feeding	@ 30.00

Fertilizer Materials.

Market quoted \$2.50 & 10c.

High grd. tankage, ground, 10@12% am.	@ 2.50 & 10c
Bone tankage, ungrd., low gd., per ton	@15.00
Hoof meal	@ 2.60

Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade	\$55.00@85.00
Mfg. abn bones	45.00@75.00
Cattle hoofs	22.50@25.00
Junk bones	15.00@16.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Bone Meals (Fertilizer Grades.)

Prices steady with last week.

Steam, ground, 3 & 50	\$17.00@18.00
Steam, unground, 3 & 50	15.00@16.00

Gelatine and Glue Stocks.

Prices continue largely nominal.

Kip stock	@13.00
Calf stock	@21.00
Skins, pieces	@12.00
Horn piths	@16.00
Cattle jaws, skulls and knuckles	@20.00
Hide trimmings (new style)	@ 7.00
Hide trimmings (old style)	@10.00
Pig skin scraps and trim, per lb	5 $\frac{1}{2}$ @ 5 $\frac{1}{2}$ c

Animal Hair.

Market nominal.

Summer coil and field dield	@ 1 c
Winter coil dield	@ 2 $\frac{1}{2}$ c
Processed, black, winter, per lb	@ 6 $\frac{1}{2}$ c
Processed, grey, winter, per lb	@ 4 $\frac{1}{2}$ c
Cattle switches, each	1 $\frac{1}{2}$ @ 2c

*According to count.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: March to June, 1935, inclusive	@\$24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal
Blood dried, 10% per unit	@ 3.25
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	nominal
Fish meal, foreign, 11 $\frac{1}{2}$ % ammonia, 10% B. P. L., c.i.f.	@ 34.50
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.00 & 50c
Soda nitrate, per net ton; bulk: March to June, 1935, inclusive	@ 23.50
in 200-lb. bags	@ 24.80
in 100-lb. bags	@ 25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.75 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk	2.40 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags per ton, c.i.f.	@ 22.50
Bone meal, raw, 4 $\frac{1}{2}$ and 50 bags, per ton, c.i.f.	@ 25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.50

Potash Salts.

Manure salt, 30% bulk, per ton	@ 12.90
Kalnit, 14% bulk, per ton	@ 8.50
Muriate in bulk, per ton, 40c unit K ₂ O	@ 35.00
Sulphate in bags, per ton	@ 35.00

Dry Rendered Tankage.

50% unground	@ .62 $\frac{1}{2}$
60% ground	@ .65

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Mar. 20, 1935.

Dried blood sold at \$3.25 per unit of ammonia f.o.b. New York and there is a small quantity for late March delivery offered at this same price.

South American dried blood sold at \$2.90 per unit c.i.f. Atlantic Coast port for March shipment from South America.

The last sales of ground tankage were

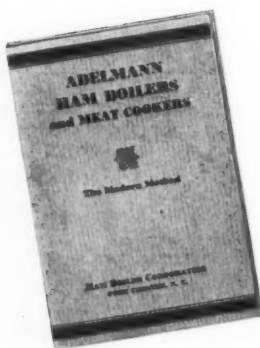


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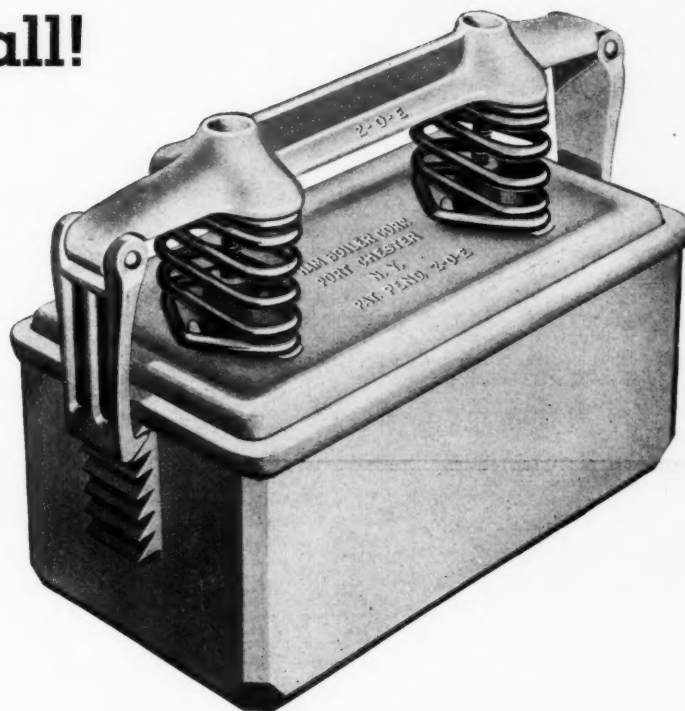
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made at \$2.75 and 10c and unground at \$2.40 and 10c f.o.b. local shipping point. Unground tankage is scarce but stocks of ground tankage are ample for the present demand.

Japanese sardine meal has been moving freely at from \$34.50@35.50 per ton, ex-vessel Atlantic ports, for spot and nearby delivery.

WEEKLY WOOL REPORT

A moderate volume of business is being closed in Western grown wools. Strictly combing 56's $\frac{3}{8}$ -blood, territory wool is bringing 55@57c, scoured basis. French combing graded 64's and finer territory wools are bringing 63@65c, scoured basis. Bulk average and good French combing 64's and finer territory wools in original bags sold at 60@63c, scoured basis. Average to good 12-month Texas wools are having some call at 60@63c, scoured basis. The week's quotations follow:

Domestic Fleeces, grease basis—		
Ohio & Penn., fine clothing.....	20	@ 21
Ohio & Penn., fine delaine.....	28	@ 27
Ohio & Penn., $\frac{1}{2}$ -blood combing.....	27 $\frac{1}{2}$	@ 28
Ohio & Penn., $\frac{1}{2}$ -blood clothing.....	21	@ 22
Ohio & Penn., $\frac{3}{4}$ combing.....	27	@ 28
Ohio & Penn., $\frac{1}{2}$ combing.....	23	@ 24
Ohio & Penn., $\frac{1}{4}$ clothing.....	21	@ 22
Low, $\frac{1}{4}$ combing.....	20	@ 21
Territory, clean basis—		
Fine staple.....	65	@ 67
Fine, French, combing.....	61	@ 63
Fine, fine medium, clothing.....	58	@ 60
$\frac{1}{2}$ -blood, staple.....	63	@ 65
$\frac{3}{4}$ -blood, staple.....	56	@ 57
$\frac{1}{2}$ -blood, staple.....	60	@ 62
Low, $\frac{1}{4}$ blood.....	40	@ 42
Texas, clean basis—		
Choice, 12 months.....	65	@ 67
Average, 12 months.....	60	@ 62
Fine 8 months.....	53	@ 55
Fall.....	48	@ 50
California, clean basis—		
Northern.....	57	@ 58
Southern.....	54	@ 55
Pulled, scoured—		
Choice AA.....	68	@ 70
AA.....	65	@ 67
Fine A.....	61	@ 63
A super.....	57	@ 59
B super.....	52	@ 57

FAT MARKETS IN FRANCE

(Special Report to The National Provisioner From Emmanuel Welfling and A. Block, Paris.)

Paris, February 28, 1935.

During course of February, export sales from France continued; prices however did not go up more than those of January, viz., about 280 francs to 300 francs per 100 kilos, for choicest grades, and 240 to 260 francs for current ordinary quality, lots composed from purchases from the various small hog products shops in all ports of France.

Choicest edible grades of cotton oil are now quoted at 37 pounds, a drop from 38 pounds a few days ago—price per ton in barrels c.i.f. French ports, against 36 pounds at the end of previous month.

Choicest first pressure French peanut oil, obtained from highest grades Rufisque nuts, have slightly declined and are now 375 francs per 100 kilos, naked, delivered at French Atlantic ports. Prime quality same oil, obtained also

by pressure of real Rufisque nuts, 345 francs. Deodorized neutralized edible peanut oil, 295 francs. Crude peanut oil for technical purposes, 270 francs.

Paris official quotation for technical tallow was 145 francs per 100 kilos, naked, against 142.50 francs at the end of January. Edible grades are now at 180 francs per 100 kilos in ordinary white wooden casks.

NOVEL COTTONSEED PUBLICITY

The National Cottonseed Products Association has hit upon an unusual and constructive method of bringing the merits of cake and meal to the attention of those who are among the greatest consumers. They furnish school book covers to the children attending the public school, allotting five covers to each child in those counties where the cottonseed mills are in operation.

Feeding formulas are given on the covers, and according to Secretary Harmon they have received hundreds of letters from school children expressing their appreciation for the covers, most of them advising that they have induced their parents to buy cottonseed meal for food. Many of them add they are feeding a calf or a milk cow of their own, using cottonseed meal, as advised on the school book cover.

As a further testimonial of the worth of this plan one of the mills, because of lack of local trade, were carload sellers of hulls. After one year's use of the school book covers in that county this mill became buyers of hulls, which meant, of course, that the hulls were not bought without the proper quantity of cottonseed meal.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., Mar. 20, 1935.

Cottonseed meal futures were higher. Strength in gains and millfeeds made for a firm market with offerings tightly held and of limited proportions. Marked strength in May featured the market in purchases of that month against sales of June and August at discounts of 25@50c. The cash market is reported dull but steady with some slight improvement noted from consuming quarters. Final prices were 25@\$.100 higher.

Cotton seed was dull and quiet with bid prices at the close 50@\$.100 higher.

VEGETABLE OIL EXPORTS

Exports of vegetable oils from the United States during January are reported as follows:

	Lbs.	Value.
Cottonseed oil, refined.....	139,474	\$ 17,731
Cottonseed oil, crude.....	.....	.....
Corn oil.....	139,790	11,333
Cocconut oil, inedible.....	2,649,810	104,071
Vegetable soap stock.....	492,306	24,363

PROTECTING DOMESTIC FATS

Maine is the first state in the North, east of the Mississippi river, to place oleomargarine sale and manufacture on a domestic fats and oils basis. A bill effecting this enlargement of the market for domestic fats and oils, by imposing a tax of 10c per lb. on oleomargarine containing foreign oils and fats, was recently signed by the governor of Maine.

Similar legislation was enacted recently in Arkansas and New Mexico, and such laws have been favorably acted upon by at least one house of state legislatures in Georgia, Missouri, Oregon and Nevada. Other bills with the same purpose have been introduced into Connecticut, Indiana, Maryland and Michigan state legislatures.

The Kleberg margarine bill, now before Congress, proposes national restriction of oleomargarine sales and manufacture to a domestic fats and oils basis by placing an additional tax of 10c per lb. on oleomargarine manufactured from imported fats and oils. Proponents of the federal and state legislation point out that domestic fats and oils can be more profitably utilized if the use of low-priced cocoanut oil in oleomargarine is restricted.

MARGARINE LEGISLATION

A bill has been signed by governor Futrell of Arkansas preventing, by prohibitive tax, competition with the cottonseed oil industry by the importation of foreign fats and oils, chiefly cocoanut oil, used in manufacturing oleomargarine. The tax is fixed at 10c a pound on all margarines made or sold in Arkansas containing any fat or oil ingredient other than oleo oil, oleo stock and oleo stearine from cattle, neutral lard from hogs, peanut oil, corn oil, cottonseed oil, soya bean oil or milk fat.

VEGETABLE OIL IMPORTS

Imports of vegetable oils and oil bearing materials during January, 1935:

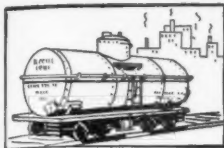
	Quantity. lbs.	Value.
Cocconut oil from Philippines.....	31,608,795	\$788,864
Palm oil.....	21,565,485	388,472
Peanut oil.....	4,106,573	139,767
Soybean oil.....	115,641	5,029
Copra.....	34,786,590	493,519
Sesame seed.....	38,970,491	386,247

CAKE AND MEAL EXPORTS

Cottonseed cake exported from the United States during January totaled 3 tons valued at \$144. Cottonseed meal exports totaled 81 tons valued at \$3,496.

HULL OIL MARKETS

Hull, England, Mar. 20, 1935. — (By Cable.)—Refined cottonseed oil, 27s; Egyptian crude cottonseed oil, 23s 6d.



Vegetable Oils

Weekly Market Review



Activity Continues — Liquidation Carries Market Downward—Outside Weakness Depressing — Washington Uncertainties a Feature—Foreign Situation Unsettling Technical Position Healthier —Cash Trade Fair.

Cottonseed oil futures market the past week was again called upon to absorb a world of liquidation, and scattered hedging and bear pressure. Selling was of a general character, and at times ran into stop-loss orders. A setback of 150 to 192 points from the season's highs was the result, with October delivery leading downturn.

The fact that lard market broke some 155 to 182 points from season's highs also had an influence, on oil. While the market displayed pronounced weakness at times, decline was orderly. A good scattered scale down demand was in evidence. This, with some trade support, ultimately absorbed offerings and brought about a rally of about 1/4c lb. from week's lows. On bulges offerings increased, however, but market was in a highly nervous state and rather easily affected either way.

There was more or less uncertainty throughout the week, as to what Washington planned in regard to the next cotton crop, loan price, etc. On Wednesday, Secretary Wallace said there is no change contemplated in the administration's cotton policy. It was quite apparent that southern senators were disturbed by the recent declines in cotton and cotton oil prices, so much so that a Senate investigation of the cotton price break is expected to get under way shortly.

Visible Oil Supply Low

The smaller February distribution of cottonoil had some influence on the market, but in most quarters was not considered important. Distribution of oil thus far this month is reported to compare favorably with same time a year ago. Should demands continue the balance of month, expectations are that March consumption will run around last year's figure of about 250,000 bbls.

Supplies of edible fats are distinctly smaller than a year ago, and the statistical position of edible fats is very satisfactory. Lard stocks at Chicago decreased 3,819,000 lbs. to 57,940,000 lbs. during first half of March, and compare with 114,087,000 lbs. the same time last year.

Visible supply of oil at beginning of March, was 1,948,000 bbls., or nearly 1,000,000 bbls. less than the same time a year ago. There is every likelihood, therefore, of a tight position between

supply and demand in cotton oil during the inbetween season months.

COCOANUT OIL—Trade was routine at New York, but market was easier. Tanks were quoted at 5 1/4c. On Wednesday a report circulated that tank cars, f.o.b. West Coast, had sold at 5c.

CORN OIL—Demand was rather quiet, and tone was easier. Market was quoted nominally at 10c New York.

SOYA BEAN OIL—Demand was quiet and market easier. Mills were quoting 9 1/4c, but resale offerings were reported available at 1/4@1/2c lower.

PALM OIL—Quotations showed little change during week. Trade appeared quiet. Spot Nigre was quoted at 5 1/4c; shipment Nigre, 5c; Sumatra, 5 1/2c.

PALM KERNEL OIL—Demand continues routine. Supplies were reported light at New York. Market on shipment oils was quoted at 4.85c.

OLIVE OIL FOOTS—There was fair interest at times but trade was routine. Market was about steady at 8 1/2@8 3/4c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Crude offerings were light and the market quoted 9 1/2@9 3/4c New York. A moderate trade in refined was reported at 12 1/2@13c.

COTTONSEED OIL—Store oil offering continue light at New York, but demand was quiet and the market easier with the futures. Crude oil, Southeast and Texas, 9 1/4c nominal; Valley, 9 1/2c. Market quotations at New York:

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 21, 1935.—Cottonoil is holding steady with undertone strengthening. Crude holds steady at 9 1/2c lb. for valley, bid. Mills generally are holding for 10c or higher, both buyers and sellers reluctant to break stale mate, feeling that some major influence will soon come from Washington policies. Refined inquiries are increasing with stocks tightly held. Soapstock in light supply with 1/4 lower bids.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Mar. 22, 1935.—Prime cottonseed oil, 9 1/4c; forty-three per cent meal, \$36.50; hulls, \$12.00.

Friday, March 15, 1935.

—Range —Closing—
Sales. High. Low. Bid. Asked.

Spot	....	....	....	....	a	....
Mar.	....	6	1050	1023	1050	a trad
Apr.	....	....	....	....	1050	a 1065
May	....	43	1065	1050	1065	a 1069
June	....	....	....	....	1064	a 1074
July	....	145	1072	1050	1072	a trad
Aug.	....	1	1056	1056	1070	a 1072
Sept.	....	94	1072	1043	1067	a 72tr
Oct.	....	45	1042	1012	1040	a 1042

Sales, 334 contracts; crudes, southeast and Valley, 9 1/4c.

Saturday, March 16, 1935.

Spot	....	....	....	....	a	....
Mar.	....	....	....	....	1060	a 1080
Apr.	....	....	....	....	1065	a 1080
May	....	9	1080	1072	1080	a 1082
June	....	....	....	....	1080	a 1095
July	....	25	1084	1079	1082	a 1084
Aug.	....	....	....	....	1080	a 1085
Sept.	....	25	1082	1078	1081	a trad
Oct.	....	25	1053	1049	1052	a 49tr

Sales, 84 contracts; crudes, 9 1/2c bid.

Monday, March 18, 1935.

Spot	....	....	....	....	a	....
Mar.	....	....	....	....	1035	a 1055
Apr.	....	....	....	....	1040	a 1055
May	....	33	1059	1047	1052	a 53tr
June	....	....	....	....	1050	a 1065
July	....	47	1055	1047	1051	a trad
Aug.	....	....	....	....	1048	a 1055
Sept.	....	50	1050	1040	1045	a trad
Oct.	....	42	1021	1006	1015	a 14tr

Sales, 172 contracts; crudes, 9 1/4c bid.

Tuesday, March 19, 1935.

Spot	....	....	....	....	a	....
Mar.	....	....	....	....	1050	a 1065
Apr.	....	....	....	....	1055	a 1070
May	....	30	1065	1051	1060	a 1065
June	....	....	....	....	1062	a 1072
July	....	30	1071	1060	1070	a 71tr
Aug.	....	....	....	....	1065	a 1075
Sept.	....	57	1070	1060	1067	a trad
Oct.	....	10	1048	1035	1048	a trad

Sales, 127 contracts; crudes, 9 1/2c.

Wednesday, March 20, 1935.

Spot	....	....	....	....	a	....
Mar.	....	....	....	....	1050	a 1070
Apr.	....	....	....	....	1055	a 1070
May	....	6	1065	1065	1060	a 1067
June	....	....	....	....	1062	a 1072
July	....	46	1080	1066	1069	a 68tr
Aug.	....	....	....	....	1065	a 1075
Sept.	....	27	1084	1065	1066	a trad
Oct.	....	12	1057	1046	1041	a 3046

Sales, 91 contracts; crudes, 9 1/4c nominal.

Thursday, March 21, 1935.

Mar.	....	....	....	....	1060	a 1075
May	....	....	....	....	1066	1059 1066 a
July	....	....	....	....	1080	1059 1077 a
Sept.	1079	1055 1075 a
Oct.	1054	1027 1047 a 1044

(See page 33 for later markets.)

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WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were stronger latter part of week with light hog receipts, firmer hog buying and covering in lard; selling largely realizing. Top hogs, \$9.00.

Cottonseed Oil

Cotton oil fairly active with firm undertone following lard. Trade mixed. Cash trade satisfactory, but nervousness continues over European political and monetary conditions. Southeast Texas crude, 9½¢ nominal; Valley, 9½¢ nominal.

Quotations on bleachable cottonseed oil Friday noon were: Mar., \$10.80@10.95; May, \$10.80@10.85; July, \$10.95@10.98; Sept., \$10.92; Oct., \$10.62.

Tallow

Tallow, extra, 6½¢ f.o.b.

Stearine

Stearine, 12¼@12½¢, plant.

Friday's Lard Markets

New York, Mar. 22, 1935.—Prices are for export; no tax. Lard, prime western, \$11.60@11.70; middle western, \$11.60@11.70; city, 11½@11¼¢; refined Continent, 11½@11¼¢; South American, 11½@12¢; Brazil kegs, 12½¢; compound, 12½¢ in carlots.

PROVISION AND LARD MARKETS

(Continued from page 23.)

LARD—Market was about steady at New York and trade fair. Prime western was quoted at 11.45@11.55¢; middle western, 11.45@11.55¢; New York City tierces, 11@11¼¢; tubs, 14@14¼¢; refined Continent, 11½@11¼¢; South American, 11½@11¼¢; Brazil kegs, 11½@12¢; compound, ear lots for export, 12½¢; smaller lots, 13¢; domestic compound, ¼¢ more.

At Chicago, regular lard in round lots was quoted at 45¢ over May; loose lard, 40@45¢ over May; leaf lard, 45¢ over May.

BEEF—Demand at New York was fair and market firm. Mess, nominal; packer, nominal; family, \$20.00@21.00 per barrel; extra India mess, nominal.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Mar. 22, 1935, show exports from that country were as follows: To the United Kingdom, 72,632 quarters; to the Continent, 152 quarters. Exports the week ending Mar. 15 were: To England, 132,971 quarters; to the Continent, 21,204 quarters.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, Mar. 22, 1935.

General provision market steady but dull; poor demand for hams but expect improvement soon; very poor demand for lard.

Friday's prices were: Hams, American cut, 85s; hams, long cut, 86s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 66s; Wiltshires, unquoted; Cumberland, exhausted; Canadian Wiltshires, 77s; Canadian Cumberlands, 65s; spot lard, 61s 6d.

NEW YORK MEAT SUPPLIES

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Mar. 16, 1935, with comparisons:

	Week ended Mar. 16.	Prev. week.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses...	8,470	6,172	8,474
Cows, carcasses...	1,146	1,219½	672
Bulls, carcasses...	337	289	144
Veals, carcasses...	16,801	11,117	11,406
Lambs, carcasses...	50,970	37,540	29,581
Mutton, carcasses...	162	1,070	1,700
Beef cuts, lbs....	748,153	688,316	372,339
Pork cuts, lbs....	2,017,569	1,473,271	2,515,640
Local slaughters:			
Cattle	7,657	6,770	9,119
Calves	12,158	14,937	13,368
Hogs	32,256	33,394	40,136
Sheep	43,751	57,394	45,083

PHILADELPHIA MEAT SUPPLIES

Receipts of Western dressed meats and local slaughter under city and federal inspection at Philadelphia for the week ended March 16, 1935:

	Week ended March 16.	Prev. week.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	1,983	1,736	1,937
Cows, carcasses	1,721	1,610	1,011
Bulls, carcasses	279	254	323
Veals, carcasses	2,056	1,688	1,868
Lambs, carcasses	13,173	14,455	8,931
Mutton, carcasses	652	617	324
Pork, lbs.	416,630	401,621	304,353
Local slaughters:			
Cattle	2,241	2,380	1,883
Calves	3,540	3,479	3,343
Hogs	12,963	12,644	16,186
Sheep	4,863	5,050	4,638

BOSTON MEAT SUPPLIES

Receipts of Western dressed meats at Boston, week ended Mar. 16, 1935:

	Week ended March 16.	Prev. week.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	1,817	1,713	2,825
Cows, carcasses	1,735	1,575	1,724
Bulls, carcasses	29	26	26
Veals, carcasses	725	436	936
Lambs, carcasses	16,448	16,718	15,932
Mutton, carcasses	464	377	362
Pork, lbs.	277,694	260,982	242,478

How is your pork cutting floor laid out and operated? Read "PORK PACKING," The National Provisioner's latest book for valuable pointers.

MEAT EXPORTS IN JANUARY

Meat exports from the United States during January totaled 12,274,272 lbs., of which 7,858,066 lbs. went to the United Kingdom. In addition, 4,063,492 lbs. were shipped to insular possession. Export of the different items during the month and their valuation were as follows:

	Quantity, Lbs.	Valuation.
Carcasses, fresh or frozen...	8,681	\$880
Loins and other pork, fresh or frozen	2,628,148	306,488
Ham and shoulders, cured...	4,198,230	634,378
Bacon	880,108	117,270
Cumberlands and Wiltshires.	31,413	4,546
Other pork, pickled or salted.	907,570	83,744
Sausage, not canned	170,299	30,776
Beef and veal, fresh or frozen	462,279	69,957
Beef and veal, pickled or cured	643,137	51,985
Mutton and lamb	70,887	12,721
Kidneys	157,473	34,261
Livers	901,536	76,690
Tongues	621,067	55,760
Sausage ingredients	395,434	97,469
Total	12,274,272	\$1,576,845

CASINGS IMPORTS AND EXPORTS

Imports and exports of casings during January, 1935, with countries of origin and destination, are reported as follows:

IMPORTS.		EXPORTS.	
Sheep, lamb and goat.	Weasands, bladders, intestines.	Sheep, lamb and goat.	Weasands, bladders, intestines.
Lbs.	Lbs.	Lbs.	Lbs.
France	3,629	965	13,657
Germany	17,064	.....	42,195
Netherlands	918	.....	10,534
Russia	101,081	.....	.....
United Kingdom	80	.....	20,440
Canada	1,390	.....	258,351
Argentina	127,320	4,689	272,047
Brazil .....	.....	.....	21,400
Uruguay	13,491	.....	90,678
British India	25,531	.....	69,342
China	69,415	.....	.....
Iraq	39,734	.....	.....
Turkey	15,152	.....	.....
Australia	338,537	.....	108
New Zealand	51,701	.....	596
Morocco	21,243	.....	.....
Others	12,300	.....	17,386
Total	839,276	5,654	806,794
Value	\$1,018,543	\$2,966	\$104,644

EXPORTS.		IMPORTS.	
Hog, lbs.	Beef, lbs.	Hog, lbs.	Beef, lbs.
Belgium	8,584	113,657	520
Denmark .....	.....	178,079	.....
France	8,303	98,874	147
Germany .....	.....	591,560	2,310
Italy	16,948	117,734	.....
Malta, Gozo & Cyprus .....	.....	13,078	.....
Netherlands	29,185	276,548	.....
Norway .....	.....	44,326	.....
Poland & Danzig .....	.....	151,731	.....
Spain	31,905	54,366	.....
Sweden .....	.....	212,719	.....
Switzerland .....	.....	12,626	.....
United Kingdom	221,981	52,955	3,759
Canada	34,558	5,932	18,204
Other Asia	102,589	.....	.....
New Zealand	11,334	.....	.....
Others	3,719	11,542	1,706
Total	469,106	1,935,727	26,646
Value	\$273,361	\$151,786	\$12,147

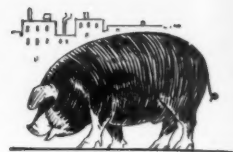
CANNED BEEF IMPORTS HIGHER

During the last four years the United States has imported an increasing volume of canned beef, most of it coming from Argentina and Uruguay. Imports for 1934 were 46,674 lbs., as against 24,639,000 lbs. in 1932 and 41,344,000 lbs. in 1933.



Live Stock Markets

Weekly Review



CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Mar. 21, 1935.

CATTLE—Compared last Friday: Few choice and prime fed steers and yearlings going largely on shipper account, steady to 25c lower; others mostly 50@75c lower, instances of \$1.00 down on very uneven market. Strictly choice weighty steers, \$14.00; finished 1,097-lb. yearlings, \$14.00; better grade heifers, 25@50c lower, others and most cows, 50@75c lower; bulls steady to 25c lower; vealers 25@50c lower; most fat steers, \$9.00@12.50; best heifer yearlings, \$10.90. Weighty sausage bulls closed at \$5.85 and vealers at \$7.00@9.25, few selects \$9.50; run included 25 loads Canadian cattle, steers selling at \$8.75@11.50; heifers, \$8.25@10.00.

HOGS—Compared last Friday: Market generally 50@60c lower; receipts fell off but demand was narrow from all sources; fresh pork market broke sharply; week's top \$9.30 paid early; closing top, \$8.85; late bulk better grade 200 to 250 lbs., \$8.75 and \$8.80; 250 to 350 lbs., \$8.60@8.75; desirable 180 to 200 lbs., \$8.65@8.80; 160 to 180 lbs., \$8.25@8.70; light lights, \$7.75@8.35; slaughter pigs, \$6.50@7.75; good packing sows, \$8.00@8.25.

SHEEP—Compared last Friday: Fat lambs closed 10@25c lower after losing all of early price gains; aged sheep fully 25@50c off with weighty native ewes under severe price pressure since early this week. Week's top lambs, \$8.65 Monday; closing top, \$8.25, with late bulk \$8.00 down; week's bulk slaughter lambs, \$7.75@8.40; clipped lambs in increased numbers, \$7.15@7.50; top, \$7.75 Tuesday; medium to choice native ewes, \$4.00@5.00; weights 175 lbs. up, downward to \$3.00.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., March 21, 1935.

CATTLE—Strictly choice fed steers scaling 1,200 lbs. and up declined 15@25c; other steers and yearlings, as well as slaughter she stock, 50@75c under a week ago. Strictly choice weighty steers, \$13.65 for top; other well finished offerings, \$11.25@12.75; most short feds, \$9.00@11.00. Bulls ruled steady to 25c off; vealers, 50c to mostly \$1.00 lower; late top, \$8.50.

HOGS—Closing levels are generally 50@60c lower than last Friday. Late top rested at \$8.65 on choice 200 lbs. up; bulk similar weights, \$8.50@8.65; desirable 170- to 190-lb. weights, \$8.25@8.50; 140- to 160-lb. averages, \$7.75@8.15; packing sows, \$8.00 down.

SHEEP—At close trading was very dull and values are weak to 25c under last Friday. Fed lambs reached, \$8.40 to shippers at high spot, but closing deals ranged \$7.90 down. Natives went at \$7.50 down; aged sheep, steady; fat ewes, \$5.25 down.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Mar. 21, 1935.

CATTLE—Strictly good to choice grades closed week steady with Friday of last week; medium to good grades, weak to 25c lower. She stock lost around 25c; medium bulls, about steady; heavy beef bulls, fully 25c lower; vealers, weak to mostly 50c lower, with practical top at \$7.50. Strictly choice medium weight steers, 1,188 lbs., topped at \$13.85.

HOGS—Compared with last Friday: Market generally 50@60c lower; top

Thursday, \$8.50, with following bulks: Good and choice 200 to 340 lbs., \$8.40@8.50; 180 to 200 lbs., \$8.10@8.40; 160 to 180 lbs., \$7.75@8.10; 140 to 160 lbs., \$7.25@7.75; slaughter pigs, \$6.00@7.25; packing sows, mostly \$8.00; stags, \$7.75@8.25. Medium grades were discounted 25c to mostly 50c.

SHEEP—Compared with last Friday: Slaughter classes, weak to mostly 25c lower; Thursday bulk fed woolled lambs to packers, \$7.50@7.85; medium to good kinds, \$7.35; early top to shippers, \$7.95, some held higher; good 125-lb. Idaho slaughter ewes, \$4.35; choice kinds eligible to \$5.00.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Mar. 21, 1935.

CATTLE—Steers, mixed yearlings and heifers declined 50c to \$1.00 past week with beef cows and bulls 50c lower; cutters and low cutters and vealers 25c lower; top steers registered \$11.60 with bulk of sales, \$8.00@10.25; mixed yearlings and heifers bulked at \$6.25@9.75 with top mixed yearlings, \$11.00. Top cows scored \$8.00; most beef types, \$4.75@6.50, and cutters and low cutters, \$3.00@4.00. Sausage bulls closed at top of \$5.25 with late top on vealers, \$9.00.

HOGS—Most hogs lost 50c to 60c during the week, pigs and light lights dropping back \$1.00 or more. The late top was \$8.75, bulk of 180-lb. weights up selling at \$8.40@8.70 and packing sows, \$7.50@7.75.

SHEEP—Lambs lost early advances to wind up steady for the period. Better woolled lambs topped late \$8.50, bulk \$8.25 down; clipped lambs, \$7.00@7.25, and fat ewes, \$4.00@5.25.

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ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., March 20, 1935.

CATTLE—Cattle have slumped badly this week, with slaughter steers mostly 50c lower, she stock weak to 25c or more lower. Good grain-fed steers were held at \$10.00@12.00 today, plainer kinds selling at \$7.00@9.75; common to fairly good heifers, \$5.50@9.00; beef cows, \$4.50@7.00; cutters, \$3.25@4.00; sausage bulls, \$5.00 and down. Medium to choice vealers brought \$5.50@8.50; culls and common, \$3.00@5.00.

HOGS—Hog prices broke 25@35c today, placing better 190 to 300-lb. weights at \$8.60@8.70; most 150 to 180 lbs., \$8.00@8.60; killer pigs, \$6.75@7.75; good sows, \$7.90@8.00.

SHEEP—Better grade native and fed lambs sold today at \$7.50@7.75; a few slaughter ewes, \$3.00@4.50.

SIoux CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Mar. 21, 1935.

CATTLE—Beef steers and yearlings ruled 25@50c lower with plainer kinds off most. Few choice medium-weight heaves sold up to \$12.75; majority were short feds \$8.75@10.25. Heifers finished weak to 25c lower while cows showed 25@50c declines. Few choice kosher heifers brought \$10.00@10.50; good yearling heifers sold around \$8.50@9.25. Beef cows late bulked at \$4.50@6.50 and most low cutters and cutters earned \$3.25@4.25.

HOGS—Compared with last Friday: All killing classes were subjected to 50 @65c losses. Closing top held at \$8.50 while bulk 190- to 300-lb. butcher sold at \$8.25@8.50. Most 160- to 190-lb. lights cashed at \$7.50@8.25 with 140- to 160-lb. light lights at \$7.00@7.50. Odd lots slaughter pigs were noted at \$6.00@7.00. Packing sows bulked at \$8.00@8.10.

SHEEP—Compared with last Friday: Fat lambs ruled steady to 15c lower while other killing classes remained unchanged. Week's top reached \$8.35, with choice quoted at \$7.85; late and bulk better grades, \$7.25@7.65. Desirable recently-shorn lambs cleared at \$7.30. Odd lots good ewes made \$4.50 @5.00.

PACIFIC COAST LIVESTOCK

Livestock receipts for five-day period ended March 15, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	599	1,642	393	2,197
San Francisco	1,400	70	1,750	850
Portland	2,150	215	2,765	6,555

In addition to the above were direct shipments to Los Angeles packers: cattle, 64 cars; calves, 6 cars; hogs, 81 cars; sheep, 41 cars. San Francisco direct shipments: 100 cattle, 80 calves, 1,300 hogs, 1,000 sheep.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Mar. 21, 1935.

Hog prices at 22 concentration points and 9 packing plants in Iowa and Minnesota dropped about 65c as compared with last week's close. Late sales good to choice 220 to 290 lbs., delivered by truck, mostly \$8.35@8.70; bulk delivered at packing plants, \$8.45@8.65; few \$8.70; railed hogs, to \$8.75 or slightly above; bulk 200 to 220 lbs. and 290 to 350 lbs., mostly \$8.25@8.65; 180 to 200 lbs., \$8.15@8.55; 160 to 180 lbs., \$7.75@8.25; 140 to 160 lbs., \$7.10@7.70; good packing sows, \$7.50@8.00; few to \$8.05.

Receipts unloaded daily for the week ended Mar. 21, 1935, were reported as follows:

	This week.	Last week.
Fri., Mar. 15	13,500	17,000
Sat., Mar. 16	10,300	14,400
Mon., Mar. 18	24,200	25,100
Tues., Mar. 19	15,900	11,600
Wed., Mar. 20	26,300	17,800
Thurs., Mar. 21	15,300	17,300

RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended March 16, 1935:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended March 16	171,000	279,000	287,000
Previous week	177,000	270,000	337,000
1934	190,000	472,000	305,000
1933	153,000	475,000	315,000
1932	164,000	480,000	349,000
1931	201,000	534,000	359,000
Hogs at 11 markets:			
Week ended March 16	237,000		
Previous week	217,000		
1934	406,000		
1933	331,000		
1932	409,000		
1931	529,000		
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended March 16	133,000	200,000	222,000
Previous week	123,000	184,000	245,000
1934	144,000	352,000	219,000
1933	89,000	281,000	182,000
1932	115,000	357,000	228,000
1931	156,000	408,000	237,000

U. S. INSPECTED HOG KILL

Inspected hog kill at 8 points during week ended Friday, March 15, 1935:

	Week ended March 15.	Prev. week.	Cor. week, 1934.
Chicago	64,822	56,046	94,190
Kansas City, Kans.	24,851	23,830	37,483
Omaha	17,587	16,077	43,352
St. Louis & East St. Louis	39,340	29,476	46,767
Sioux City	11,750	8,234	34,309
St. Joseph	12,279	9,940	19,174
St. Paul	18,830	12,770	32,744
N. Y., Newark & J. C.	31,850	33,808	42,239
Total	221,259	190,281	350,258

LIVESTOCK PRICES COMPARED

Livestock prices at Chicago during February, 1935, with comparisons:

	Feb., 1935.	Jan., 1935.	Feb., 1934.
SLAUGHTER CATTLE AND VEALERS.			
Steers—			
550-900 lbs.,	Choice ... \$12.07	\$10.48	\$ 7.20
	Good ... 10.88	9.43	6.67
	Medium ... 8.48	7.50	5.76
	Common ... 6.50	5.38	4.61
900-1100 lbs.,	Choice ... 13.05	11.32	6.94
	Good ... 11.26	9.97	6.28
	Medium ... 9.06	7.71	5.75
	Common ... 6.84	5.70	4.56
1100-1300 lbs.,	Choice ... 13.43	11.76	6.96
	Good ... 11.56	10.09	5.74
	Medium ... 9.38	8.08	5.04
	Choice ... 13.50	11.75	6.01
	Good ... 11.82	10.27	5.20
Helpers—			
550-750 lbs.,	Choice ... 10.76	9.21	6.52
	Good ... 9.62	8.08	5.73
	Com.&med. 6.72	5.67	4.48
750-900 lbs.,	Gd. & ch. 10.42	8.83	5.72
	Com.&med. 6.76	5.67	4.38
Cows—			
Good	7.32	5.70	3.83
Common and medium	6.06	3.97	3.25
Low cutter and cutter	3.40	2.55	2.34
Bulls (yearlings excluded)—			
Good (beef)	5.85	4.59	3.28
Cutter, com. and med.	4.46	3.98	2.84
Vealers—			
Good and choice	8.04	8.03	6.62
Medium	6.36	6.26	5.46
Cull and common	4.65	5.01	4.54
Calves, 250-500 lbs.—			
Good and choice	8.18	7.21	4.74
Common and medium	5.11	4.66	3.60

HOGS.

Light light, 140-160 lbs.—			
Good and choice	7.99	7.16	4.19
Medium	7.04	6.86	....
Light weight—			
160-180 lbs., good & ch.	8.31	7.43	4.48
Medium	8.04	7.19	....
180-200 lbs., good & ch.	8.49	7.65	4.61
Medium	8.28	7.47	....
Medium weight—			
200-220 lbs., good & ch.	8.61	7.77	4.62
220-250 lbs., good & ch.	8.67	7.87	4.52
Heavy weight—			
250-290 lbs., good & ch.	8.69	7.90	4.36
290-350 lbs., good & ch.	8.69	7.90	4.21
Packing sows—			
275-350 lbs. good	8.05	7.39	3.84
350-425 lbs., good	8.02	7.34	3.74
425-550 lbs., good	7.98	7.26	3.64
275-550 lbs., medium	7.49	6.81	3.58
Slaughter pigs, 100-140 lbs.—			
Good and choice	6.88	6.17	3.19
Medium	6.34	5.64	....

SHEEP AND LAMBS.

Lambs—			
90 lbs. down, Gd. & ch.	8.54	8.81	9.37
Com.&med. 7.46	7.52	8.16	
90-98 lbs., Gd. & ch.	8.38	....	9.10
98-110 lbs., Gd. & ch.	....	....	....
Yearling wethers—			
90-110 lbs., Gd. & ch.	7.60	7.54	7.58
Medium .. 6.94	6.63	6.12	
Ewes—			
90-120 lbs., Gd. & ch.	4.78	4.24	4.83
120-150 lbs., Gd. & ch.	4.50	3.97	4.48
All wts., Com.&med. 3.70	3.41	3.56	

Is too much fat going to the casing room on your hog bungs? Read chapter 2 of "PORK PACKING," The National Provisioner's latest book.

KENNETT MURRAY

LIVE STOCK

BUYING ORGANIZATION

Oldest and Largest ~ Buyers Exclusively

Detroit, Mich. Dayton, Ohio

La Fayette, Ind.

Louisville, Ky. Cincinnati, Ohio

Nashville, Tenn. Omaha, Neb.

Indianapolis, Ind.

Montgomery, Ala. Sioux City, Ia.

RECEIPTS AT CENTERS

SATURDAY, MARCH 16, 1935.

	Cattle	Hogs	Sheep
Chicago	500	1,000	500
Kansas City	1,000	150	1,000
Omaha	400	200	800
St. Louis	350	2,000	900
St. Joseph	100	400	500
Sioux City	400	300	500
St. Paul	700	500	700
Fort Worth	1,400	500	100
Denver	300	200	5,800
Louisville	100	200	100
Wichita	1,400	500	100
Indianapolis	100	2,000	200
Pittsburgh	100	600	200
Cincinnati	200	1,400	100
Buffalo	100	200	300
Nashville	200	300	300
Oklahoma City	300	300	300

MONDAY, MARCH 18, 1935.

Chicago	12,000	13,000	14,000
Kansas City	14,000	3,000	8,000
Omaha	6,000	4,000	4,000
St. Louis	4,000	1,200	2,500
St. Joseph	1,500	2,800	4,500
Sioux City	4,000	3,500	5,000
St. Paul	4,500	1,700	4,000
Fort Worth	2,500	1,200	900
Milwaukee	700	900	100
Denver	3,000	1,200	4,800
Louisville	100	200	200
Wichita	300	400	500
Indianapolis	800	4,000	1,000
Pittsburgh	700	1,000	1,500
Cincinnati	1,200	3,300	200
Buffalo	1,500	2,100	3,500
Cleveland	900	900	1,500
Nashville	300	100	100
Oklahoma City	1,400	1,400	700

TUESDAY, MARCH 19, 1935.

Chicago	6,000	14,000	13,000
Kansas City	3,500	2,500	8,000
Omaha	4,500	4,000	6,500
St. Louis	2,800	11,500	2,000
St. Joseph	1,100	2,500	3,000
Sioux City	3,000	4,000	5,000
St. Paul	2,100	2,500	1,500
Fort Worth	900	1,000	1,000
Milwaukee	800	1,300	100
Denver	600	700	12,500
Louisville	200	400	200
Wichita	300	700	400
Indianapolis	2,500	6,000	1,200
Pittsburgh	100	300	600
Cincinnati	800	2,900	900
Buffalo	100	200	100
Cleveland	300	500	2,000
Nashville	200	300	300
Oklahoma City	900	1,400	700

WEDNESDAY, MARCH 20, 1935.

Chicago	7,000	16,000	9,000
Kansas City	2,500	2,000	6,000
Omaha	3,500	5,000	9,000
St. Louis	1,800	7,000	1,500
St. Joseph	800	2,500	3,000
Sioux City	2,000	4,000	5,000
St. Paul	2,400	3,500	1,500
Fort Worth	900	1,500	500
Milwaukee	800	900	200
Denver	300	300	13,700
Louisville	300	300	300
Wichita	500	900	400
Indianapolis	1,000	4,000	500
Pittsburgh	100	700	600
Cincinnati	500	2,700	200
Buffalo	1,000	4,000	500
Cleveland	300	800	2,500
Nashville	200	200	400
Oklahoma City	700	1,200	900

THURSDAY, MARCH 21, 1935.

Chicago	4,000	10,000	15,000
Kansas City	1,000	1,000	2,500
Omaha	2,000	3,000	8,000
St. Louis	1,500	6,500	2,500
St. Joseph	1,200	2,200	7,000
Sioux City	2,000	2,500	4,000
St. Paul	2,300	2,800	1,000
Fort Worth	900	900	500
Milwaukee	700	900	300
Denver	300	400	6,100
Louisville	100	200	100
Wichita	300	700	300
Indianapolis	400	4,000	2,100
Pittsburgh	100	500	800
Cincinnati	600	2,200	400
Buffalo	300	800	100
Cleveland	200	700	1,800
Nashville	200	300	300
Oklahoma City	500	1,000	1,000

FRIDAY, MARCH 22, 1935.

Chicago	2,000	6,000	13,000
Kansas City	800	800	1,200
Omaha	1,300	1,500	3,000
St. Louis	800	5,000	1,200
St. Joseph	400	1,000	3,500
Sioux City	1,000	1,500	2,500
St. Paul	1,600	2,200	2,500
Fort Worth	1,800	1,200	1,200
Denver	500	1,100	3,000
Wichita	500	400	200
Indianapolis	300	3,000	500
Pittsburgh	100	600	500
Cincinnati	400	3,100	100
Buffalo	200	1,000	1,100
Oklahoma City	1,000	1,000	300

Watch "Wanted" page for bargains.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, Mar. 21, 1935:

Hogs (Soft or oily hogs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd.-ch.	\$7.75@8.50	\$7.10@8.00	\$7.25@7.90	\$7.75@8.25	\$7.50@8.40
Medium	7.25@8.25	6.90@7.75	6.75@7.75	7.10@8.00	7.00@8.25
Lt. wt. (160-180 lbs.) gd.-ch.	8.25@8.70	7.75@8.40	7.75@8.30	8.00@8.50	8.25@8.65
Medium	8.00@8.50	7.50@8.25	7.25@8.00	7.50@8.25	7.75@8.50
(180-200 lbs.) gd.-ch.	8.50@8.80	8.00@8.50	8.00@8.50	8.40@8.65	8.50@8.60
Medium	8.30@8.60	8.10@8.40	7.75@8.35	8.25@8.50	8.00@8.60
Med. wt. (200-220 lbs.) gd.-ch.	8.60@8.85	8.50@8.60	8.35@8.50	8.50@8.65	8.60@8.80
(220-250 lbs.) gd.-ch.	8.70@8.85	8.50@8.60	8.40@8.50	8.50@8.65	8.50@8.80
Hvy. wt. (250-290 lbs.) gd.-ch.	8.65@8.80	8.50@8.60	8.40@8.50	8.50@8.65	8.60@8.80
(290-350 lbs.) gd.-ch.	8.60@8.75	8.45@8.50	8.40@8.50	8.45@8.60	8.50@8.65

PACKING SOWS:

(275-350 lbs.) good	8.10@8.25	7.65@7.90	8.00@8.15	8.00@8.15	8.00@8.10
(350-425 lbs.) good	8.10@8.20	7.60@7.85	8.00@8.10	7.90@8.10	7.90@8.00
(425-550 lbs.) good	8.00@8.20	7.50@7.75	7.90@8.10	7.75@8.00	7.90@8.00
(275-350 lbs.) medium	7.80@8.10	7.00@7.65	7.25@8.00	7.00@8.00	7.25@7.90

SLAUGHTER PIGS:

(100-140 lbs.) gd.-ch.	6.50@8.00	5.25@7.50	6.00@7.50	6.75@8.00	6.75@8.00
Medium	6.00@7.75	4.75@7.15	5.00@7.25	5.25@7.50	6.00@7.50
Av. wt. & cost Wed. (pigs ex.)	8.31-207 lbs.	8.31-207 lbs.	8.25-228 lbs.	8.44-237 lbs.	8.44-237 lbs.

Slaughter Cattle, Calves and Vealers:

STEERS:					
(550-900 lbs.) choice	11.00@13.25	10.25@12.50	9.75@12.50	9.75@12.50	10.25@12.65
Good	9.50@12.25	9.25@11.50	9.00@11.75	8.50@11.50	9.25@11.85
Medium	7.75@9.75	7.25@9.50	7.25@9.50	6.75@9.50	7.35@9.65
Common	5.75@8.50	6.00@8.00	5.25@7.75	5.25@7.75	5.40@8.15

STEERS:

(900-1100 lbs.) choice	12.25@13.75	11.50@13.25	12.00@13.50	11.50@13.00	11.85@13.15
Good	9.75@12.75	9.50@12.25	9.75@12.50	9.50@12.00	9.65@12.40
Medium	8.50@10.25	8.00@10.25	8.00@10.25	7.75@10.25	8.15@10.40
Common	6.25@8.75	6.50@8.25	5.50@8.50	5.75@8.50	5.90@8.40

STEERS:

(1100-1300 lbs.) choice	12.75@14.00	12.50@13.50	12.50@13.75	12.00@13.50	12.40@13.40
Good	10.25@13.00	10.25@12.75	10.25@12.75	10.00@12.25	10.40@12.85
Medium	8.75@10.50	8.25@10.25	8.50@10.50	8.50@10.25	8.40@10.40

STEERS:

(1300-1500 lbs.) choice	13.00@14.00	13.00@13.50	12.75@13.75	12.25@13.50	12.65@13.40
Good	10.50@13.00	10.25@13.00	10.50@12.75	10.25@12.25	10.40@12.65

HEIFERS:

(550-750 lbs.) choice	10.50@11.50	9.75@10.75	9.50@10.50	9.25@10.75	9.50@11.15
Good	9.00@10.50	8.50@9.75	8.50@9.50	8.00@9.75	8.50@10.15
Com-med.	5.00@9.25	5.00@8.50	4.50@8.50	4.50@8.25	4.75@8.90

HEIFERS:

(750-900 lbs.) gd.-ch.	9.25@11.75	8.75@11.00	8.25@11.00	8.75@11.40	8.75@11.40
Com-med.	5.00@9.25	4.75@8.75	4.50@8.25	5.00@9.00	5.00@9.00

COWS:

Good	6.75@9.00	6.25@7.75	6.50@7.75	6.00@7.25	6.65@7.65
Common-med.	4.00@6.75	4.50@6.25	4.25@6.50	4.00@6.00	4.25@6.65
Low-cut-cut	3.00@4.25	2.50@4.50	3.00@4.25	2.25@4.00	2.75@4.35

BULLS: (Yrs. Ex.) (Beef)

Good	5.50@7.25	5.50@6.00	5.25@6.00	5.00@5.75	5.00@6.00
Cut-med.	4.25@5.85	4.00@5.50	3.50@5.25	3.50@5.00	3.50@5.25

VEALERS:

Gd.-ch.	7.00@9.25	8.00@9.00	7.00@8.00	7.00@8.50	6.75@8.50
Medium	6.00@7.00	6.75@8.00	5.00@7.00	5.50@7.00	5.50@6.75
Cul-com.	4.00@6.00	3.00@6.75	3.50@5.00	3.00@5.50	3.00@5.50

CALVES:

(250-500 lbs.) gd.-ch.	7.00@10.50	6.50@9.50	6.00@9.50	6.00@9.00	6.75@10.00
Com-med.	4.00@7.00	3.50@6.50	3.50@6.00	3.00@6.50	4.00@7.00

Slaughter Sheep and Lambs:

LAMBS:					
(90 lbs. down) gd.-ch.*	7.40@8.25	7.90@8.50	7.35@8.00	7.25@7.85	7.25@8.00
Com-med.	6.25@7.50	6.00@8.00	5.75@7.35	5.25@7.25	5.50@7.25
(90-98 lbs.) gd.-ch.*	7.25@8.25	7.75@8.50	7.25@8.00	7.25@7.85	7.25@8.00

YEARLING WETHERS:

(90-110 lbs.) gd.-ch.	6.75@7.25	6.75@7.25	6.00@7.00	6.00@6.75	6.00@7.00
Medium	6.00@6.85	6.00@6.75	5.50@6.00	5.00@6.00	5.25@6.00

EWES:

(90-120 lbs.) gd.-ch.	4.25@5.50	4.00@5.35	3.75@5.10	4.25@5.25	3.75@5.00
(120-150 lbs.) gd.-ch.	4.00@5.35	3.75@5.25	3.50@4.75	4.00@5.00	3.50@5.00
(All weights) com-med.	3.00@4.50	2.50@4.00	2.50@3.75	2.00@4.25	2.25@3.75

*Quotations based on ewes and wethers.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended March 16, 1935:

	CATTLE	HOGS	SHEEP
Chicago	29,298	27,290	31,258
Kansas City	17,089	16,444	21,880
Omaha	19,286	16,405	19,589
East St. Louis	12,958	13,375	16,145
St. Joseph	6,573	5,933	9,301
Sioux City	9,035	8,043	9,738
Wichita	3,167	3,000	2,775
Fort Worth	3,616	4,070	4,070
Philadelphia	2,241	2,380	4,828
Indianapolis	2,102	1,936	2,011
New York & Jersey City	1,657	6,770	9,119
Oklahoma City	7,161	7,045	5,703
Cincinnati	3,411	3,490	3,706
Denver	4,150	3,928	4,071
St. Paul	11,986	12,051	9,844
Milwaukee	4,157	4,111	3,273
Total	140,910	134,626	157,313

Chicago	62,277	53,703	94,617
Kansas City	24,851	23,930	37,483
Om			

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 16, 1935, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,695	3,890	8,101
Swift & Co.	3,772	2,178	14,178
Morris & Co.	1,468	.....	7,087
Wilson & Co.	4,072	2,923	9,324
Anglo-Amer. Prov. Co.	593	.....	.....
G. H. Hammond Co.	1,915	1,193	.....
Shippers	8,930	10,108	27,138
Others	10,147	11,543	.....
Brennan Pkg. Co., 3,039 hogs; Agar Pkg. Co., 2,730 hogs.			

Total: 34,562 cattle; 11,406 calves; 37,566 hogs; 65,440 sheep.

Not including 1,066 cattle, 1,770 calves, 42,335 hogs and 6,379 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,928	925	3,160	2,646
Cudahy Pkg. Co.	1,610	862	1,064	3,168
Morris & Co.	1,421	584	.....	2,160
Swift & Co.	1,714	964	3,914	4,503
Wilson & Co.	1,723	719	1,507	1,957
Kornblum & Son.	.....	684	.....	.....
Others	4,442	123	801	3,825

Total: 13,522 cattle; 4,177 calves; 10,650 hogs; 18,259 sheep.

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,745	5,210	4,247	.....
Cudahy Pkg. Co.	4,017	3,858	5,168	.....
Dold Pkg. Co.	589	2,582	.....	.....
Morris & Co.	1,901	66	2,357	.....
Swift & Co.	4,288	3,062	4,935	.....
Others	.....	9,644	.....	.....

Eagle Pkg. Co., 4 cattle; Geo. Hoffman Pkg. Co., 25 cattle; Grt. Omaha Pkg. Co., 99 cattle; Omaha Pkg. Co., 78 cattle; J. Roth & Sons, 23 cattle; So. Omaha Pkg. Co., 35 cattle; Lincoln Pkg. Co., 238 cattle; Sinclair Pkg. Co., 92 cattle; Wilson & Co., 276 cattle.

Total: 15,500 cattle and calves; 24,412 hogs; 16,727 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,929	1,180	4,325	4,777
Swift & Co.	1,980	1,740	4,356	4,597
Morris & Co.	1,024	824	463	227
Hunter Pkg. Co.	591	652	2,401	377
Hell Pkg. Co.	.....	1,446	.....	.....
Krey Pkg. Co.	.....	2,658	.....	.....
Laclede Pkg. Co.	.....	900	.....	.....
Shippers	3,447	2,508	13,463	1,596
Others	2,812	217	16,375	438

Total: 11,992 cattle; 7,176 calves; 46,087 hogs; 24,785 sheep.

Not including 1,466 cattle, 2,494 calves, 24,785 hogs and 463 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,988	828	6,833	12,296
Armour and Co.	2,506	785	5,870	6,528
Others	548	126	524	3,373

Total: 5,042 cattle; 1,739 calves; 13,227 hogs; 22,177 sheep.

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,481	200	4,926	7,563
Armour and Co.	2,962	330	4,420	5,508
Swift & Co.	2,747	277	2,187	2,785
Shippers	2,070	52	5,068	6,652
Others	283	27	30	.....

Total: 10,070 cattle; 976 calves; 16,631 hogs; 22,508 sheep.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,433	932	3,078	1,330
Wilson & Co.	2,120	1,068	3,149	1,411
Wichita Pkg. Co.	21	135	.....	.....
Others	294	44	290	.....

Total: 4,868 cattle; 2,207 calves; 6,517 hogs; 2,747 sheep.

Not including 86 cattle and 271 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,339	754	1,895	2,326
Dold Pkg. Co.	511	170	1,344	35
Wichita D. B. Co.	10	.....	.....	.....
Dunn-Ostertag	106	.....	.....	.....
Fred W. Dold & Sons	114	.....	269	1
Sundowner Pkg. Co.	54	.....	47	.....
Wichita Pkg. Co.	100	.....	.....	.....

Total: 2,243 cattle; 924 calves; 3,555 hogs; 2,362 sheep.

Not including 262 hogs bought direct.

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,500	6,791	5,847	992
U. D. B. Co.	35	.....	.....	.....
R. Gunz & Co.	63	17	.....	14
Armour & Co., Mil.	780	3,430	.....	.....
Armour & Co., Chi.	236	.....	.....	.....
N. Y. B. D. M. Co.	40	.....	.....	.....
Shippers	122	97	67	1
Others	860	484	16	121

Total: 4,636 cattle; 10,759 calves; 5,930 hogs; 1,128 sheep.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,030	369	1,453	10,300
Swift & Co.	1,136	327	1,694	5,043
Others	1,435	333	1,507	5,766
Total	3,601	1,029	4,654	21,109

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,841	3,550	5,240	2,507
Cudahy Pkg. Co.	579	1,411	.....	.....
Swift & Co.	5,435	4,820	7,484	3,339
United Pkg. Co.	2,131	343	.....	.....
Others	1,290	9	1,365	426
Total	13,276	10,133	14,089	6,272

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	2,101	633	7,975	2,180
Armour and Co.	740	150	2,345	.....
Hilgelmier Bros.	5	.....	800	.....
Stumpf Bros.	.....	61	.....	.....
Meyer Pkg. Co.	80	3	85	.....
Indiana Prov. Co.	79	22	108	.....
Schussler Pkg. Co.	47	.....	143	.....
Maass-Hartman Co.	30	8	.....	.....
Art Wabnitz	.....	149	.....	37
Shippers	2,088	1,725	15,841	2,103
Others	374	103	258	224

Total: 5,533 cattle; 2,793 calves; 27,026 hogs; 4,544 sheep.

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	.....	.....	89	.....
Ideal Pkg. Co.	10	.....	233	.....
E. Kahn's Sons Co.	844	383	4,592	157
Kroger G. & B. Co.	25	.....	13	.....
J. Lohrey Pkg. Co.	3	.....	191	.....
H. H. Meyer Pkg. Co.	10	.....	2,077	.....
A. Sander Pkg. Co.	.....	.....	.....	27
J. Schlechter Sons.	238	246	1,827	.....
J. & F. Schroth Co.	19	.....	.....	.....
John F. Stegner Co.	373	152	.....	.....
Shippers	106	451	2,485	.....
Others	1,060	950	240	195

Total: 2,678 cattle; 2,182 calves; 11,568 hogs; 408 sheep.

Not including 696 cattle, 21 calves and 230 hogs bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended March 16, 1935, with comparisons:

CATTLE.

	Week ended March 16.	Prev. week.	Cor.
Chicago	34,562	32,578	40,851
Kansas City	11,992	12,136	17,566
Omaha	15,500	14,529	22,275
East St. Louis	11,992	12,377	11,439
St. Joseph	5,042	4,710	8,185
Sioux City	10,070	10,177	11,146
Oklahoma City	4,868	5,006	4,235
Wichita	2,243	2,025	2,042
Denver	3,601	3,120	3,442
St. Paul	3,276	14,000	10,800
Milwaukee	4,636	5,267	3,478
Indianapolis	5,533	6,020	5,348
Cincinnati	2,678	3,573	3,356
Total	126,013	125,548	144,249

HOGS.

	Week ended March 16.	Prev. week.	Cor.
Chicago	37,566	28,202	63,776
Kansas City	10,650	9,068	17,355
Omaha	16,727	28,743	65,076
East St. Louis	46,087	41,749	46,698
St. Joseph	11,114	11,114	24,751
Sioux City	16,631	16,310	50,444
Oklahoma City	6,517	6,666	6,638
Wichita	3,555	2,841	5,018
Denver	4,654	5,882	6,932
St. Paul	14,089	14,223	32,484
St. Paul	5,890	6,113	8,001
Indianapolis	27,626	22,588	29,183
Cincinnati	11,568	13,784	18,070
Total	215,427	207,283	374,336

SHEEP.

	Week ended March 16.	Prev. week.	Cor.
Chicago	65,440	66,896	54,230
Kansas City	18,259	25,334	32,065
Omaha	16,727	18,628	32,165
East St. Louis	12,012	9,960	10,060
St. Joseph	22,177	23,677	28,618
Sioux City	22,508	23,792	19,307
Oklahoma City	2,747	2,436	1,201
Wichita	2,362	2,872	3,043
Denver	21,109	33,952	44,850
St. Paul	6,272	11,566	8,496
Milwaukee	1,128	2,114	24,787
Indianapolis	4,324	10,377	3,565
Cincinnati	468	1,224	1,525
Total	195,733	235,085	239,952

CHICAGO LIVESTOCK

RECEIPTS.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 11	12,812	2,002	12,624	25,438
Tues., March 12	7,365	2,959	14,290	13,504
Wed., March 13	9,610	1,989	17,188	10,736
Thurs., March 14	8,348	2,124	11,562	20,063
Fri., March 15	2,122	585	7,631	9,432
Sat., March 16	500	200	5,000	1,000

Total this week: 38,757 cattle; 9,839 calves; 68,295 hogs; 80,203 sheep.
Previous week: 35,154 cattle; 10,270 calves; 63,040 hogs; 75,421 sheep.
Year ago: 43,633 cattle; 11,000 calves; 110,710 hogs; 62,538 sheep.
Two years ago: 23,294 cattle; 10,057 calves; 89,102 hogs; 50,197 sheep.

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., March 11	2,019	411	1,511	6,967
Tues., March 12	1,436	345	1,252	4,392
Wed., March 13	1,859	464	1,247	2,819
Thurs., March 14	1,027	247	961	8,790
Fri., March 15	506	.....	1,391	4,671
Sat., March 16	100	.....	500	500

Total this week: 6,947 cattle; 1,467 calves; 6,862 hogs; 27,839 sheep.
Previous week: 6,942 cattle; 1,287 calves; 8,490 hogs; 21,077 sheep.
Year ago: 11,625 cattle; 659 calves; 11,277 hogs; 13,594 sheep.
Two years ago: 4,914 cattle; 286 calves; 6,736 hogs; 18,074 sheep.

Total receipts for month and year to March 16, with comparisons:

	1935.	1934.	1935.	1934.
Cattle	77,166	90,787	427,084	486,199
Calves	21,038	25,128	109,446	107,281
Hogs	148,019	223,524	999,219	1,689,429
Sheep	177,104	139,076	761,335	647,498

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Mar. 16	\$11.00	\$9.35	\$4.25	\$7.90
Previous week	10.75	9.50	4.35	8.60
1934	9.90	9.00	4.35	9.40
1933	5.35	3.95	2.20	5.50
1932	6.30	4.45	3.50	7.20
1931	8.45	7.60	4.00	8.45
1930	12.65	10.50	5.10	10.60

Av. 1930-1934: \$7.75 cattle; \$6.15 hogs; \$3.85 sheep; \$8.25 lambs.

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended March 16	31,790	62,321	52,701
Previous week	28,262	53,108	50,521
1934	32,400	105,200	50,400
1933	18,380	82,366	32,123
1932	22,800	104,150	46,620
1931	30,045	123,740	44,243
1930	26,800	102,154	58,952

HOG RECEIPTS, WEIGHTS AND PRICES.

DROUGHT LIVESTOCK TOTALS

Total number of livestock purchased by the federal government in its drought relief program, now concluded, with total condemned and average payment per head, are reported as follows:

CATTLE AND CALVES. (to February 25, 1935).

State.	Purchased.	Condemed.	Paid per head.
Arizona	101,391	18,157	\$14.28
Arkansas	136,964	39,532	11.59
California	19,784	1,595	15.45
Colorado	289,410	39,008	14.32
Florida	16,335*	1,400*	13.72
Idaho	41,754	7,280	12.50
Illinois	2,587*	87*	16.48
Iowa	23,076	2,042	14.15
Kansas	321,056	14,210	14.44
Louisiana	56,821	28,830	9.94
Minnesota	257,479	7,947	14.82
Missouri	513,019	18,594	14.61
Montana	349,545	8,808	14.34
Nebraska	480,784	15,619	13.72
Nevada	36,323	1,587	15.66
New Mexico	546,154	173,447	13.39
North Dakota	977,120	50,313	14.09
Oklahoma	506,199	210,940	11.40
Oregon	12,489	879	14.76
South Dakota	913,992	87,561	14.34
Texas	2,015,312	685,109	12.19
Utah	126,078	33,139	13.92
Wisconsin	56,822	1,466	15.21
Wyoming	285,635	38,772	14.64
Total	8,285,738	1,485,422	\$13.48

*Final figures.

SHEEP AND GOATS. (to February 26, 1935).

State.	Purchased.	Condemed.
Arizona	11,347	4,773
Arkansas	95	25
California	24,151	6,804
Colorado	210,196	106,653
Idaho	145,680	66,679
Iowa	1,767	47
Kansas	9,569*	1,714*
Minnesota	6,556	168
Missouri	7,575*	62*
Montana	461,759	348,870
Nebraska	34,677*	3,994*
Nevada	99,076	9,914
New Mexico	297,750	160,824
North Dakota	84,025	21,987
Oklahoma	2,270	2,270
Oregon	163,510	96,588
South Dakota	153,784	72,754
Texas	1,101,579	826,281
Utah	205,036	120,161
Wyoming	586,773	356,873
Total	3,627,175	2,206,961

State.	Purchased.	Condemed.
Arizona	21,068	5,019
Arkansas	.....	.....
California	.....	.....
Colorado	3,493	3,461
Idaho	36	.....
Iowa	.....	.....
Kansas	149*	149*
Minnesota	.....	.....
Missouri	468	43
Montana	9	7
Nebraska	.....	.....
Nevada	364	315
New Mexico	22,538	15,964
North Dakota	.....	.....
Oklahoma	.....	.....
Oregon	1	.....
South Dakota	32	8
Texas	287,238	203,038
Utah	19,616	19,615
Wyoming	746	746
Total	356,298	248,365

*Final figures.

(a) Rate per head for sheep, \$2.00. Service and disposition payment, \$1.00. Purchase payment, \$1.00.

(b) Rate per head for goats, \$1.40. Service and disposition payment, \$.70. Purchase payment, \$.70.

Note: Figures subject to slight revision.

DIRECT LIVESTOCK MARKETING

(Continued from page 10.)

expenses upon the direct marketing of livestock. They always contain clauses exempting the central markets."

Pointing to the bill introduced in Minnesota, Mr. Springer said that "the very existence, not to mention the growth,

of the Fergus Cooperative Packing Co., an institution owned and operated co-operatively by some 600 farmers, is threatened by this bill. We pay as much for livestock as we possibly can and yet sell the meat therefrom at a handling profit. The addition of politically-appointed weighers and inspectors at our packing plant will simply add to the expense of our operation. We cannot get the consumer to pay more for our meat, because of the presence of these political appointees. Their salaries will simply have to come out of the price we pay to the farmers.

"As we are forced to pay less to farmers, our competitive ability with the South St. Paul market is reduced. Authors of the bill realize this, and expect its operation in this fashion to increase their volume at the central market. But the farmer should observe that this increased volume at the public market is gained by reducing the price that can be offered him by the direct-buying packinghouses."

CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top livestock prices, week March 14, 1935:

BUTCHER STEERS. Up to 1,050 lbs.			
	Week ended March 14.	Prev. week.	Same week, 1934.
Toronto	\$7.50	\$7.50	\$8.50
Montreal	8.00	8.75	8.50
Winnipeg	7.00	7.00	5.50
Calgary	7.25	6.25	5.00
Edmonton	8.50	5.75	4.75
Prince Albert	4.50	4.25	4.75
Moose Jaw	6.25	6.25	4.50
Saskatoon	5.50	5.00	4.50
VEAL CALVES.			
Toronto	\$8.25	\$9.00	\$8.00
Montreal	7.00	8.50	7.50
Winnipeg	7.00	7.00	6.50
Calgary	6.00	6.00	5.50
Edmonton	6.25	5.50	5.50
Prince Albert	4.00	.....	.....
Moose Jaw	5.50	5.50	5.00
Saskatoon	5.50	5.50	5.00
SELECT BACON HOGS.			
Toronto	\$8.65	\$8.75	\$9.80
Montreal	8.85	8.75	10.00
Winnipeg	8.00	8.00	9.00
Calgary	7.85	7.85	9.00
Edmonton	7.75	7.90	9.00
Prince Albert	7.60	7.60	8.80
Moose Jaw	7.75	7.75	8.80
Saskatoon	7.60	7.60	8.80
GOOD LAMBS.			
Toronto	\$7.25	\$7.25	\$8.75
Montreal	7.00	6.75	6.50
Winnipeg	6.00	5.75	7.25
Calgary	5.25	5.25	6.50
Edmonton	5.75	5.50	6.50
Prince Albert	5.00	4.00	.....
Moose Jaw	.....	6.50	.....
Saskatoon	5.50	.....	.....

LIVESTOCK AT 62 MARKETS

Receipts and disposition of livestock at 62 leading markets in Feb., 1935:

	Receipts.	Local slaughter.	Total ship-ments.
*CATTLE.			
Total	948,247	554,409	381,495
Feb. av. 5 years	877,283	533,560	335,801
CALVES.			
Total	432,476	304,333	127,046
Feb. av. 5 years	413,910	294,217	118,291
HOGS.			
Total	1,822,703	1,223,425	600,802
Feb. av. 5 years	3,314,309	2,158,921	1,154,631
SHEEP.			
Total	1,521,824	850,391	665,681
Feb. av. 5 years	1,810,729	1,051,884	752,808

*Figures include government purchases.

N. Y. FUTURE HIDE PRICES

Saturday, Mar. 16, 1935—Close: Mar. 8.75n; June 9.05@9.06; Sept. 9.36 sale; Dec. 9.65@9.75; Mar. (1936) 9.95n; sales 15 lots. Closing 10@15c higher.

Monday, Mar. 18, 1935—Close: Mar. 8.63n; June 8.88 sale; Sept. 9.16@9.20; Dec. 9.46@9.50; Mar. (1936) 9.75n; sales 115 lots. Closing 12@20 lower than Sat.

Tuesday, Mar. 19, 1935—Close: Mar. 8.70b; June 8.96 sale; Sept. 9.25@9.30; Dec. 9.58b; Mar. (1936) 9.85n; sales 19 lots. Closing 7@12 higher.

Wednesday, Mar. 20, 1935—Close: Mar. 8.75n; June 8.98@9.01; Sept. 9.28 sale; Dec. 9.55@9.58; Mar. (1936) 9.85n; sales 89 lots. Closing 3 lower to 5 higher.

Thursday, Mar. 21, 1935—Close: Mar. 8.70n; June 8.95n; Sept. 9.25 sale; Dec. 9.46@9.55; Mar. (1936) 9.80n; sales 105 lots. Closing 3@9 lower.

Friday, Mar. 22, 1935—Close: Mar. 8.75n; June 9.00@9.01; Sept. 9.30 sale; Dec. 9.60@9.65; Mar. (1936) 9.90n; sales 62 lots. Closing 5@14 higher.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended March 16, 1935, were 6,106,000 lbs.; previous week, 7,052,000 lbs.; same week last year, 4,037,000 lbs.; from January 1 to March 16 this year, 62,941,000 lbs.; same period a year ago, 53,405,000 lbs.

Shipments of hides from Chicago for the week ended March 16, 1935, were 6,897,000 lbs.; previous week, 7,947,000 lbs.; same week last year, 4,609,000 lbs.; from January 1 to March 16 this year, 82,445,000 lbs.; same period a year ago, 49,400,000 lbs.

OLEO PRODUCTS EXPORTED

Exports of oleo oil, oleo stock and oleo stearine January, 1935:

	Oleo oil, lbs.	Oleo stock, lbs.	Oleo stearine, lbs.
Belgium	51,514	.....	.....
Greece	34,200	.....	.....
Netherlands	65,311	.....	20,417
Norway	18,082	12,306	.....
Sweden	21,620	69,835	12,000
Un. Kingdom	717,853	53,822	67,759
Others	16,456	.....	.....
Total	923,036	135,963	100,176
Value	\$82,273	\$13,102	\$8,757

CANNED MEAT EXPORTS

Canned meat exports from the United States during January, 1935, are reported as follows:

	Total lbs.	Value.
Canned beef	237,072	\$77,263
Canned pork	989,303	\$61,546
Canned sausage	67,816	15,382
Other canned meats	85,596	14,904
Total	1,379,787	\$468,921
To insular possessions	737,800	.....
Total	2,117,587	.....



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—There was a fairly good movement of hides in the packer market this week, total sales being estimated around 100,000 hides so far, and running well to light native cows and branded cows, with a scattering of other descriptions included.

The few steers moving went at steady prices, as did also branded cows and a few heavy native cows. Bulls were cleaned up on a good scale at a half-cent decline, while light native cows moved at $\frac{1}{4}$ @ $\frac{1}{2}$ c off, according to points and buyers.

The market is closing rather quietly. Branded cows could be sold at $7\frac{1}{2}$ c and Colorados at $9\frac{1}{2}$ c; extreme light native steers wanted at 8c. Butt branded steers could probably be sold at 10c; heavy native cows have been kept well sold-up and might be sold at 8c. River point light native cows could be moved at $7\frac{1}{2}$ c, and northern points at $7\frac{1}{2}$ c.

One lot of 4,000 native steers was reported at 10c; supplies ample and tanners endeavored to buy these at $9\frac{1}{2}$ c, but apparently firmly held at 10c. A few extreme light native steers moved at 8c, in conjunction with light cows at $7\frac{1}{2}$ c. A few butt branded steers sold at 10c, and Colorados at $9\frac{1}{2}$ c, steady. Texas steers in light supply and quotable at 10c for heavies, $9\frac{1}{2}$ c nom. for lights, and $7\frac{1}{2}$ c last paid for extreme lights.

One packer sold 2,000 heavy native cows at 8c, steady price. A total of 16,600 light native cows moved early at $7\frac{1}{2}$ c, with Exchange operators bidding that figure; 16,000 more from light average dairy type points moved at $7\frac{1}{2}$ c, taking in cows from Milwaukee, Des Moines, Cleveland and some Fort Worth; one lot of 6,000 St. Paul Jan. to Mar. sold late in week at $7\frac{1}{2}$ c, and some other light cows also moved quietly. Total of 5,200 branded cows sold early at $7\frac{1}{2}$ c, and more moved later same basis. Association sold 3,000 light cows last week-end at 8c, and 1,000 branded cows at $7\frac{1}{2}$ c.

All packers moved a total of around 11,000 bulls, late last week and early this week, some dating Jan. to Mar., others dating back to Nov., all at $6\frac{1}{2}$ c for native bulls and $5\frac{1}{2}$ c for branded.

SMALL PACKER HIDES—Chicago small packer all-weights quotable in a strictly nominal way at $7\frac{1}{2}$ @ $7\frac{3}{4}$ c for native steers and cows. Outside small packer lots quotable 7 @ $7\frac{1}{4}$ c, selected, for good natives, branded $\frac{1}{2}$ c less.

PACIFIC COAST—A total of around 35,000 Feb. hides sold this week in the Pacific Coast market at $7\frac{1}{2}$ c for steers

and 6c for cows, flat, f.o.b. shipping points.

FOREIGN WET SALTED HIDES—In the South American market, 14,000 B. A. steers sold late last week, at least part going to Russia, at 65% paper pesos, equal to $10\frac{1}{2}$ @ $10\frac{1}{2}$ c, c.i.f. New York, steady with earlier trading.

COUNTRY HIDES—Trading in the country market is restricted, due to the fact that dealers cannot buy all-weights at prices low enough to sell tanner selections at the prices obtainable at present. Dealers want all-weights, around 47-lb. average, at 5c, selected, delivered, for trimmed hides, but none available that basis; some can be had at $5\frac{1}{4}$ c, others ask $5\frac{1}{2}$ c. Heavy steers and cows very slow at 5 @ $5\frac{1}{4}$ c, nom. Buff weights quoted $5\frac{1}{2}$ @ $6\frac{1}{2}$ c, trimmed, buyers' and sellers' ideas. Extremes cannot be quoted over $6\frac{1}{2}$ c at present, some quoting $6\frac{1}{4}$ @ $6\frac{1}{2}$ c. Bulls and glues around $3\frac{1}{2}$ c, delivered. All-weight branded about $4\frac{1}{2}$ c, flat, less Chicago freight.

CALFSKINS—The rather heavy movement of calfskins during the past several weeks has left packers in a fairly comfortable position. One packer sold 4,000 March heavy calf, $9\frac{1}{2}$ /15-lb., this week at $15\frac{1}{2}$ c, steady. Last sale of picked point northern was at 16c, and lights 13c. Lights, under $9\frac{1}{2}$ -lb., are available at 13c, and River point heavies at 14c.

Two cars Chicago city 8/10-lb. calfskins sold this week at 10c, and two cars 10/15-lb. at 12c; a mixed car sold same basis. Outside cities, 8/15-lb., quoted around 11c; mixed cities and countries $8\frac{1}{2}$ @ 9 c; straight countries 7 @ $7\frac{1}{2}$ c. Chicago city light calf and deacons sold at 80c, with earlier sales at 85c.

KIPSKINS—Last trading on packer Jan. native kipskins was at $10\frac{1}{2}$ c for northern, and Dec.-Jan. over-weights at $9\frac{1}{2}$ c. Offerings made this basis but buyers slow to take on Feb.-Mar. kips.

Couple cars Chicago city kipskins sold at 9c. Outside cities quoted $8\frac{1}{2}$ @ 9 c; mixed cities and countries about $7\frac{1}{2}$ c; straight countries $6\frac{1}{2}$ @ $6\frac{3}{4}$ c.

Two packers sold Feb. regular slunks at $62\frac{1}{2}$ c, or $2\frac{1}{2}$ c off.

HORSEHIDES—Market about steady, with good city renderers quoted $\$3.15$ @ 3.25 ; mixed city and country lots rather slow at $\$2.75$ @ 2.85 , top asked.

SHEEPSKINS—Dry pelts quoted around 10 @ 11 c, Chicago, for full wools; slightly higher prices quoted in the East. Shearling production will be increasing from now on but lambs are a bit late and coming along slowly so far. Big packer shearlings usually quoted around 70c for No. 1's, 60c for No. 2's,

and 45c for clips; No. 1's very scarce and good No. 1's could be sold at 80c, alone. Pickled skins continue firm; only the better class of skins have been selling recently, with last trading at $\$3.62\frac{1}{2}$ per doz. at Chicago, and some houses sold ahead into late March. A car was reported this week around same price at New York. Big packer wool pelts are pulling more wool now and quoted up to $\$2.00$ per cwt. live lamb, or $\$1.60$ @ 1.75 each; an independent Chicago packer sold some this week at $\$1.90$ per cwt. live lamb.

New York

PACKER HIDES—The only further trading reported this week by New York packers was 2,000 Feb.-Mar. all-weight cows by two packers at $7\frac{1}{2}$ c. Two packers sold their Feb. and Mar. hides last week at 10c for butt brands and $9\frac{1}{2}$ c for Colorados, with a few native steers at 10c; another packer sold to middle of March same basis. Fourth packer later sold 2,000 Jan.-Feb. butt branded steers at $10\frac{1}{2}$ c, but still holds balance of Jan. forward hides. Market quoted on basis of earlier sales.

CALFSKINS—Calfskin market appears to be marking time; stocks are light at present, especially on the heavy end. Collectors have been offering 5-7's at $\$1.10$, with $\$1.00$ bid; last sales of 7-9's were $\$1.30$, and 9-12's at $\$2.15$. Packers last sold 5-7's at $\$1.25$, 7-9's at $\$1.50$, and 9-12's at $\$2.30$.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Mar. 22, 1935, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Mar. 22.	Prev. week.	Cor. week, 1934.
Spr. nat. str.	$10\frac{1}{2}$ @ $11\frac{1}{2}$	$10\frac{1}{2}$ @ $11\frac{1}{2}$	$9\frac{1}{2}$ @ $10\frac{1}{2}$
Hvy. nat. str.	$10\frac{1}{2}$ @ $11\frac{1}{2}$	$10\frac{1}{2}$ @ $11\frac{1}{2}$	$9\frac{1}{2}$ @ $10\frac{1}{2}$
Hvy. Tex. str.	$10\frac{1}{2}$ @ $11\frac{1}{2}$	$10\frac{1}{2}$ @ $11\frac{1}{2}$	$9\frac{1}{2}$ @ $10\frac{1}{2}$
Hvy. butt brand'd. str.	$10\frac{1}{2}$ @ $11\frac{1}{2}$	$10\frac{1}{2}$ @ $11\frac{1}{2}$	$9\frac{1}{2}$ @ $10\frac{1}{2}$
Hvy. Col. str.	$9\frac{1}{2}$ @ $10\frac{1}{2}$	$9\frac{1}{2}$ @ $10\frac{1}{2}$	9 @ 10
Ex-light Tex. str.	$7\frac{1}{2}$ @ $8\frac{1}{2}$	$7\frac{1}{2}$ @ $8\frac{1}{2}$	9 @ 10
Brnd'd cows.	$7\frac{1}{2}$ @ $8\frac{1}{2}$	$7\frac{1}{2}$ @ $8\frac{1}{2}$	9 @ 10
Hvy. nat. cows	8 @ 9	8 @ 9	9 @ 10
Lt. nat. cows	$7\frac{1}{2}$ @ $8\frac{1}{2}$	$7\frac{1}{2}$ @ $8\frac{1}{2}$	9 @ 10
Nat. bulls	$6\frac{1}{2}$ @ $7\frac{1}{2}$	$6\frac{1}{2}$ @ $7\frac{1}{2}$	8 @ 9
Brnd'd bulls	$5\frac{1}{2}$ @ $6\frac{1}{2}$	$5\frac{1}{2}$ @ $6\frac{1}{2}$	8 @ 9
Calfskins	13 @ 14	13 @ 14	$12\frac{1}{2}$ @ $13\frac{1}{2}$
Kips, nat.	10 @ 11	10 @ 11	12 @ 13
Kips, ov-wt.	9 @ 10	9 @ 10	11 @ 12
Kips, brnd'd	$7\frac{1}{2}$ @ $8\frac{1}{2}$	$7\frac{1}{2}$ @ $8\frac{1}{2}$	9 @ 10
Slunks, reg.	$62\frac{1}{2}$ @ 65	$62\frac{1}{2}$ @ 65	75 @ 80
Slunks, hris.	40 @ 50	40 @ 50	60 @ 70

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND CHICAGO SMALL PACKERS.

Nat. all-wts.	$7\frac{1}{2}$ @ $7\frac{3}{4}$	$7\frac{1}{2}$ @ 8	$8\frac{1}{2}$ @ 9
Branded	7 @ $7\frac{1}{2}$	7 @ $7\frac{1}{2}$	$8\frac{1}{2}$ @ $9\frac{1}{2}$
Nat. bulls	$6\frac{1}{2}$ @ $6\frac{3}{4}$	$6\frac{1}{2}$ @ $6\frac{3}{4}$	$8\frac{1}{2}$ @ $9\frac{1}{2}$
Brnd'd bulls	$5\frac{1}{2}$ @ $5\frac{3}{4}$	$5\frac{1}{2}$ @ $5\frac{3}{4}$	$8\frac{1}{2}$ @ $9\frac{1}{2}$
Calfskins	10 @ 12	10 @ 12	12 @ $13\frac{1}{2}$
Kips	9 @ 9	9 @ $9\frac{1}{2}$	$10\frac{1}{2}$ @ $11\frac{1}{2}$
Slunks, reg.	40 @ 50	40 @ 50	55 @ 60
Slunks, hris.	20 @ 30	20 @ 30	30 @ 35

COUNTRY HIDES.

Hvy. steers	5 @ $5\frac{1}{4}$	5 @ $5\frac{1}{4}$	$6\frac{1}{2}$ @ $6\frac{3}{4}$
Hvy. cows	5 @ $5\frac{1}{4}$	5 @ $5\frac{1}{4}$	$6\frac{1}{2}$ @ $6\frac{3}{4}$
Butts	$5\frac{1}{2}$ @ 6	$5\frac{1}{2}$ @ 6	$7\frac{1}{2}$ @ $8\frac{1}{2}$
Extremes	$6\frac{1}{2}$ @ $6\frac{3}{4}$	$6\frac{1}{2}$ @ $6\frac{3}{4}$	8 @ 9
Bulls	$3\frac{1}{2}$ @ $3\frac{3}{4}$	$3\frac{1}{2}$ @ $3\frac{3}{4}$	4 @ $4\frac{1}{2}$
Calfskins	7 @ $7\frac{1}{2}$	7 @ $7\frac{1}{2}$	$8\frac{1}{2}$ @ 9
Kips	$6\frac{1}{2}$ @ $6\frac{3}{4}$	$6\frac{1}{2}$ @ $6\frac{3}{4}$	$8\frac{1}{2}$ @ 9
Light calf	30 @ 35	30 @ 35	50 @ 60
Deacons	30 @ 35	30 @ 35	50 @ 60
Slunks, reg.	20 @ 35	20 @ 35	50 @ 60
Slunks, hris.	5 @ 10	5 @ 10	10 @ 15
Horsehides	2.75 @ 3.25	2.75 @ 3.25	2.90 @ 3.40

SHEEPSKINS.

Pkr. lambs	1.60 @ 1.75	1.50 @ 1.60	2.25 @ 2.40
Sml. pkr. lambs	1.10 @ 1.35	1.10 @ 1.35	1.75 @ 2.00
Pkr. shearings	70 @ 80	70 @ 75	85 @ 95
Dry pelts	10 @ 11	10 @ 11	15 @ 16

WEST CARROLLTON

GENUINE VEGETABLE PARCHMENT

THERE IS NO
SUBSTITUTE
FOR GENUINE
VEGETABLE
PARCHMENT

To thoroughly protect the product and present it attractively to the consumer is the reason for the modern package. For meat products West Carrollton Genuine Vegetable Parchment does that job supremely well; its positive sanitary protection and attractive appearance recommends it to modern packers who believe their products profit in dollars and cents sales return by use of the best.

THE WEST CARROLLTON PARCHMENT COMPANY

WEST CARROLLTON - OHIO

OUR 39th YEAR SERVING THE FOOD INDUSTRY



PEACOCK BRAND
PACKINGHOUSE SPECIALTIES

QUALITY
IS ALWAYS
IN STYLE
WHEN
YOUR
SAUSAGE
AND OTHER
PROCESSED MEATS
ARE PREPARED
WITH
PEACOCK BRAND
PRODUCTS

Wm J. Stange Co.
CHICAGO

New!



IT HINGES ON THIS—

The new conical adjustable spring on Jamison Adjustable Hinges—makes money and saves money for you.

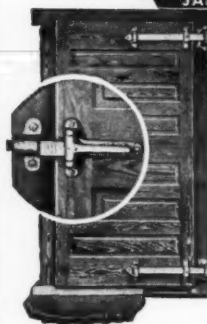
Pressure at the heel of the door is absolutely essential to prevent loss of refrigeration and inflow of warm, moist air.

One reason for superior results from JAMISON DOORS is the Jamison ADJUSTABLE Spring Hinge, illustrated. With the Jamison Wedgetight Fastener, it assures tight seal.

JAMISON-BUILT doors—plus time-proven JAMISON, STEVENSON or VICTOR hardware—meet every need, give enduring satisfaction.

JAMISON COLD STORAGE DOOR CO.

Jamison, Stevenson & Victor Doors
HAGERSTOWN, MARYLAND, U. S. A.



Jamison & Stevenson
Cold Storage Doors

BRANCH OFFICES: New York, Chicago.
AGENTS AND DISTRIBUTORS: Atlanta, St. Louis, Minneapolis, Omaha, Detroit, Kansas City, Mo., San Francisco, Cincinnati, Salt Lake City, Los Angeles, Cleveland, Philadelphia, Houston.
FOREIGN: London, Honolulu, Japan.

Up and down the



MEAT TRAIL



MEAT PACKING 25 YEARS AGO

(From The National Provisioner, March 26, 1910.)

Officers of the American Meat Packers' Association appeared at hearings before a U. S. Senate committee investigating wages and prices, and gave evidence concerning the aims and purposes of the organization and its activities. These witnesses included president Charles Rohe, past presidents Michael Ryan and James S. Agar and secretary George L. McCarthy. Efforts to prove that the association was engaged in efforts to control prices or trade came to nothing, it being shown that the activities of the organization were confined to general industry advancement.

Hog top at Chicago continued at 11c, with signs of slightly lower prices.

Food animals in the United States decreased 5 million head from 1901 to 1909, while population increased 12 million, according to government figures. Livestock population on January 1, 1910, was reported as 69 million cattle, 47 million hogs and 59 million sheep.

Federal grand jury investigation at Chicago ended by indictment of the National Packing Co. and its subsidiaries for alleged violation of the anti-trust law.

Hogs slaughtered at Cincinnati from November 1, 1909, to March 1, 1910, totaled 196,471 head, at an average cost of \$8.61 per cwt. Average weight was 219 lbs.; average yield of lard, 42 lbs.; percent lard yield, 19.08.

Charles L. Adams, superintendent of Fowler's Canadian Co. plant at Hamilton, Ont., was made superintendent of the Decker plant at Mason City, Iowa.

A. E. Glasgow was Eastern manager for the Indianapolis Abattoir Co. at New York, and W. P. Mountain was New York manager for the Cincinnati Abattoir Co.

Texas business men were trying to interest Eastern packers in the establishment of plants in the livestock region of that state.

ness to members and to organizations for which employees work.

Membership in Morrell Employee's Credit Union of Ottumwa, Ia., increased to 782 in 1934 from 496 in 1933. Reserves and undivided profits almost doubled during the year. The usual 6 per cent dividend was received by members and 3 per cent interest was paid to depositors. Total loans of \$56,956 were made during the year and \$40,004 in loans were repaid by member employees.

More than \$2,000,000, representing close to 35,000 individual loans, was borrowed from Armour credit unions by employees last year. Membership increased to 22,026 in 1934, 7,500 more than in 1933. Total amount of shares and deposits held by all members at the end of 1934 was \$828,842, or over \$400,000 more than at the same time in 1933.

Among the ways in which credit union loans are said to aid employees are: In paying overdue bills; obtaining unforeseen medical care; financing purchase and repair of household equipment, curtailing exorbitant installment costs and keeping employees from loan sharks. Safe and systematic savings habits are encouraged among employees who are paid a fair return on their shares or deposits.

CHICAGO NEWS OF TODAY

E. O. Freund, president, Visking Corporation, Chicago, was in the East on business during the past week.

John A. Hawkinson, meat packing consultant, left Chicago on Thursday to spend a few days on his farm near Nashville, Tenn.

A. F. Disbrow, department manager, Armour and Company, has just returned from a two week's vacation at St. Petersburg, Fla.

Howard R. Medici, vice president, Visking Corporation, Chicago, returned with Mrs. Medici on Monday from a four weeks' vacation in California. He reports his golf game much improved, which may account in part, at least, for the sparkle in his eye and the chuckle in his laugh.

D. L. Donovan, H. I. Markham, I. C. Elston, jr., F. O. Birney and George E. Duwe were recently chosen by stockholders to form the board of directors for Mickelberry's Food Products Co. Number of members on the board was reduced from 9 to 5 by this action. R. R. Laidley is now secretary-treasurer of Mickelberry's Food Products Co.

Martin Seligman, sales manager, Pelocel Products Corp., Brooklyn, N. Y., was a Chicago visitor last week.

George W. Beman, provision broker,

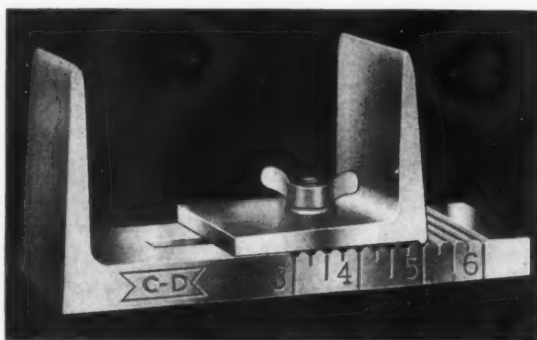


PACKER EMPLOYEES FIND CREDIT UNION HELPFUL.

Employees of Geo. A. Hormel & Co., Austin, Minn., have the largest credit union in the state in point of membership. Directors of the Hormel Credit Union (left to right): Jack Smith, treasurer; Axel Olson, Joe Schneider, secretary; Frank Kilgore, Harold Butler, president; Charlie Ritter, Jim Vesely, Frank Nelson, Al Wolf, Irene Urbatch and Lena Adams.

PACKER CREDIT UNIONS

Credit unions, such as those organized and managed by employees of Armour and Company and John Morrell & Co., for example, report increases in deposits, memberships and loans in 1934, indicating added useful-



SAUSAGE LINKING EQUALIZER

made out of pure nickel aluminum, highly polished, divides from three to six inch lengths. No breakage of casing—reduces linking time one third—easily adjusted—sanitary.

No sausage kitchen should be without this equalizer. Lasts a life time. For further information address—

SPECIALTY MFRS. SALES CO.

2021 Grace St. Chas. W. Dieckmann Chicago, Ill.

*An Important Development
in Meat Packing Methods*

THE "PLUS" LINE OF IMPROVED BUTT TUBING

A NEW DEVELOPMENT OF WYNANTSKILL
WHICH WILL
SHAPE SMOKED PORK BUTTS PERFECTLY

A result of extensive re-
search in Eastern packing
plants . . . far superior to
any butt tubing we have man-
ufactured in the past . . . and
offered at no advance over our
prices on old style butt tubings.

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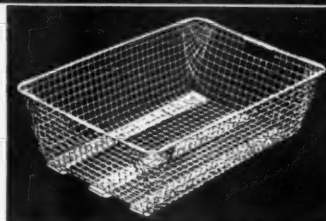
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Inter-lock
Double
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Reinforced
Corners
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Frames



Can Be
Furnished
With Steel
Or Wood
Runners

Finish
Approved
By All
Pure Food
Authorities

*J*OR more than 30 years we have been making No-Germ Easily Cleaned Wire Baskets and other wire and metal goods for the meat and allied food industries. Look for our company name-plate on baskets. It identifies outstanding quality and value. Write for complete Catalog.

American Wire Form Co., Inc. 265-273 Grant Ave., Jersey City, N.J.

CALVEG

SERVICE to Meat Packers

Unequalled quality and perfect uniformity of CALVEG Onion and Garlic Powders; Peeled Pimiento Flakes; Vegetable Meat Loaf Mixture; and Green Bell Pepper Flakes are the reasons why the well-known distributors at the right handle CALVEG exclusively!

THE BURBANK CORP., Burbank, Calif.

CHICAGO:
Sokol & Company

CINCINNATI:
Frank Tea & Spice Co.

DETROIT:
Asmus Brothers

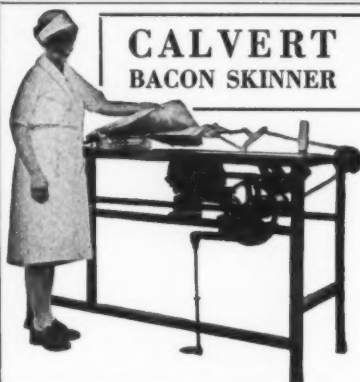
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Tea & Coffee Co.

KANSASCITY, MO.:
Shepard & French Co.

SAN FRANCISCO:
California Casing Co.



CALVERT BACON SKINNER

HERE'S PROOF OF SAVINGS MADE!

The figures at the right are the result of actual tests made in a representative small plant. One girl with a CALVERT Bacon Skinner worked in competition with five good butchers. In four days, she more than equalled the entire weekly production of the five men, besides producing a far superior product, with less waste fat. If you slice 500 lbs. of bacon per week you need this machine to cut costs. Write!

DATA

Salaries of 5 butchers (\$30 each)	\$150.00
Salary of girl (Four days)	\$12.00
Interest and depreciation on machine . . . . .	.50
	<u>12.50</u>

WEEKLY SAVING...\$127.50
Savings alone pay for machine in less than three weeks!

THE CALVERT MACHINE CO. 1606-08 Thames St.
Baltimore, Md.

who has been on the sick list since the holidays, is improving rapidly at his home in Chicago, and expects to be on the job again in a short time.

George M. Lewis, assistant director of the department of marketing, Institute of American Meat Packers, was present at a committee meeting of Institute members held in St. Louis this week.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 18,869 cattle, 5,600 calves, 20,272 hogs and 36,900 sheep.

Provision shipment from Chicago for the week ended March 16, 1935, with comparisons, were reported as follows:

	Week Mar. 16	Previous week	Same week '34
Cured Meats, lbs...	21,023,000	19,219,000	23,264,000
Fresh Meats, lbs...	40,406,000	41,178,000	39,851,000
Lard, lbs.	3,209,000	3,292,000	4,668,000

COUNTRYWIDE NEWS NOTES

H. L. MacWilliams, general manager, Nuckolls Packing Co., Pueblo, Colo., recently returned from a brief vacation trip to California, which included a visit to the winter home of the Nuckolls at La Jolla.

John J. Doheny has joined the staff of the Milprint Products Corporation, Milwaukee, Wis., where he will be in charge of the meat packing and dairy divisions, presenting the merits of Revelation bags, wrappers and lithography to these industries. John Doheny has a long and honorable record in the industry as B. A. I. inspector, New York City meat inspector, senior meat inspector for New York state, B. A. E. marketing specialist on meats, livestock and wool. He was also manager of sales to the meat industry for the Toledo Scale Co., sales manager of the Dixie Cup Company, and in charge of sales of foil wraps for packers for the Reynolds Metal Co. He knows every angle of the business.



E. G. Hinton, former head of A. Fink & Sons, Newark, N. J., and a well-known packer operating executive, is enjoying his first extended vacation after 10 years at Fink's and 33 years in the packing business. He is making Seppa Island, Florida, his vacation headquarters, and some tall fish stories may be expected later.

J. G. Diehle, well-known packer operating expert, and former superintendent of the Gobel plant in New York, is now general manager of the Liberty Provision Co., Trenton, N. J. He has been on the job now for several months and president "Cliff" Case is tickled to death with the way things are booming, especially with Case's famous "Pork Pack."

John F. Stegner, well-known Cincinnati pork packer, recently returned from a vacation visit to Florida. He is too modest to tell of the big ones he landed, and he even left his camera at home.

NEW YORK NEWS NOTES

W. J. Neumann, secretary Stahl-Meyer, Inc., who makes his headquarters at the Brooklyn Louis Meyer, Inc., plant, returned from a vacation at Miami Beach, Fla., early last week with no great fish catch to his credit, but with a little polishing to his golf.

G. F. Swift, president of Swift & Company, B. A. Braun, vice president and general sales manager, Jacob Dold Packing Co., and vice president C. H. Keehn, Kingan & Co., were in New York last week.

President Walter Blumenthal, United Dressed Beef Company, has returned to business following a mid-winter vacation in Florida.

Visitors to New York during the past week included vice president J. D. Cooney; M. A. O'Connor, assistant traffic manager; J. A. Hamilton and E. J. Davidson, branch house department, and H. C. Chichester, casing production department, Wilson & Co., Chicago; A. C. Krauel, Syracuse, N. Y., district, and J. P. Welter, Boston district, Wilson & Co.

E. J. Ryan, provision salesman,

Swift's Gansevoort market, returned to New York early last week after a two weeks vacation in Florida.

Meat and fish seized and destroyed by the health department of the city of New York during the week ended March 16, 1935, as follows: Meat—Brooklyn, 27 lbs.; Manhattan, 4,863 lbs.; Queens, 453 lbs.; total, 5,343 lbs. Fish—Brooklyn, 46 lbs.; Manhattan, 2 lbs.; total 48 lbs.

R. C. Bonham, president and general manager, Jersey City Stock Yards Co., passed away on March 19 at St. Petersburg, Fla., where he had gone several weeks ago with Mrs. Bonham to spend a mid-winter vacation. While this health had not been good during the past few months, his death was sudden and unexpected. Mr. Bonham's entire business life of nearly 45 years was spent at the Jersey City stock yards, where he started in a lowly position and rose to become president of the company. His friends were many and were in all branches of the meat industry and his untimely passing is keenly felt.

FUTURE PACKER LEADERS

Among the younger generation learning the meat packing business is Henry Schlachter, jr., son of president Henry Schlachter of the Jacob Schlachter's Sons Co., Cincinnati, O.



Henry, jr., graduated from the University of Cincinnati and then went on to the Harvard School of Business Administration. After finishing there he returned to his home city and started in at the bottom to learn the packing business. He has already become a valuable aid to his father in handling the affairs of the company, and may be said to be in line to head his company when the time comes.

Great Lakes Stamp & Mfg. Co.

Precision Made Branding and Marking Devices

Electric Ink Branders for Sausage and Smoked Meats.

1800 N. Francisco Ave.
CHICAGO, ILL.

Gas and Air Heated Burning Brands

Electric Ink Roller Carcass Branders for Beef and Lamb

Write for catalogue

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PACKING PLANTS — PLANT ADDITIONS
RECONDITIONING FOR GOVT. INSPECTION
59 E. Van Buren St., Chicago, Ill.

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
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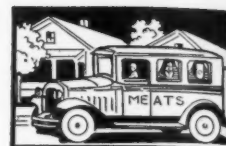
PROVISION
BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange



For the Retail Meat Dealer



Meat Prices Are Not Out of Line With Other Food Prices

THE retail meat dealer who takes the offensive today in meeting competition of other food products by thoughtful and aggressive merchandising methods does not find his sales volume dropping sharply. Meat prices have advanced due to the effect of the drought and the AAA program in reducing livestock supplies—but so have prices of other foods.

The retail meat dealer or packer should not bear the burden of public displeasure at rising meat prices. Both dealer and packer should inform themselves of the true situation and reasons for it—and with these facts go out and sell meat.

The public wants to keep on eating meat. It will continue to buy if it can be shown how it can do so, and is convinced that, dollar for dollar, meat's value today compares very favorably with other foods.

Food Prices Compared

There are those who believe that meat prices have risen unduly, compared with prices of other food products. Dissection of an American breakfast of bacon, eggs, butter and toast—to see what has really happened since March, 1934—should provide good ammunition for the trade to meet such charges. Here are the figures:

	Price on Mar. 27, 1934.	Price on Mar. 21, 1935.
Bacon	27.3c lb.	35.0c lb.
Eggs	25.6c doz.	30.0c doz.
Bread	6.9c lb.	8.0c lb.
Butter	29.8c lb.	36.0c lb.

The percentage of increase in price for all non-meat foods in the meal is 19.1, for bacon, 24.0. And pork has been one of the commodities especially subjected to price-raising schemes of the AAA.

Meat Prices Not Out of Line

Examination of a luncheon menu of lamb chops, peas, bread, butter, coffee and oranges reveals that the cost of the meat portion of this meal has actually declined since 1934:

	Price on Mar. 27, 1934.	Price on Mar. 21, 1935.
Lamb chops (rib)	30.9c lb.	28.0c lb.
Peas (No. 2 can)	15.0c	15.0c
Bread	6.9c lb.	8.0c lb.
Butter	29.8c lb.	36.0c lb.
Coffee	26.6c lb.	29.0c lb.
Oranges	30.3c doz.	34.0c doz.
Sugar	5.6c lb.	5.2c lb.

Percentage of DECREASE of the meat cost of this meal is 9.3, and percent-

age of INCREASE for other foods is 8.8.

If sirloin steak, selling at an average price of 28.3c in 1934, and at 31c in a

RETAIL MEAT PRICES

Average monthly prices at New York, Chicago, and Kansas City.

Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound (simple average of quotations received):

	CHOICE GRADE. (Mostly Credit and Del. Stores.)			GOOD GRADE. (Mostly Cash and Carry Stores.)		
	New York, Feb. 28.	Chicago, Feb. 28.	Kans. City, Feb. 28.	New York, Feb. 28.	Chicago, Feb. 28.	Kans. City, Feb. 28.
Beef:						
Porterhouse steak	37	32	33	46	41	40
Sirloin steak	45	42	43	41	39	38
Top round steak	42	...	...	38	...	...
Bottom round	39	...	...	35	...	...
Round steak, full cut	34	35	...	30	29	...
Roel round	37	34	...	23	22	...
Flank steak	32	30	28	30	29	25
Top sirloin	38	...	...	34	...	...
Rump roast, boneless	35	34	31	32	26	27
Rib roast, 1st 6 ribs	36	34	32	32	28	26
Blade rib roast	26	29	...	25	24	...
Cross rib & top chuck	32	27	24	29	22	23
Arm roast	27	25	22	25	21	21
Straight cut chuck	27	25	22	25	21	21
Corner piece	23	...	...	21	...	...
Thick plate	17	14	...	14	13	...
Navel	16	15	14	14	13	13
Boneless brisket	36	27	22	30	22	16
Brisket, bone in	24	17	15	19	15	12
Ground meat	26	20	19	21	16	17
Boneless stew meat	31	25	21	27	22	20
Veal:						
Cutlet or steak	48	41	42	41	35	35
Loin chops	40	34	39	35	28	35
Rib chops	36	30	38	30	25	26
Rump roast	31	28	25	26	22	24
Shoulder chops	29	24	28	19	20	22
Shoulder roast .....	...	21	22	...	18	20
Boneless shoulder .....	...	26	...	...	26	...
Breast	20	16	17	16	13	12
Boneless stew	35	27	23	26	22	22
Liver	67	50	48	57	44	40
Lamb:						
Loin chops	44	44	49	37	37	38
Rib chops	39	37	48	31	33	40
Leg	29	28	27	26	25	25
Shoulder chops	31	27	27	28	25	24
Square chuck	22	...	22	20	...	20
Shoulder roast .....	...	24	...	...	21	...
Breast	10	11	13	12	11	14
Shank & neck	13	15	13	13	14	17
Pork:						
Center loin chops	33	34	32	30	31	27
Rib chops	32	...	32	30	...	26
End chops	24	25	23	21	21	23
Fr. hams, whole	26	...	25	25	...	22
Fr. shoulders, whole	24	...	20	21	...	21
Fr. picnic, whole	22	16	...	20	17	...
Boston butts	33	25	32	28	24	30
Spareribs	23	19	21	20	18	18
Lard (carton)	21	19	20	19	17	20
Sm. hams, whole .....	...	28	25	26	25	24
Sm. hams, whole	24	...	24	23	21	22
Sliced hams	54	45	45	43	40	43
Bacon strip, whole	35	34	34	34	31	32
Bacon strip, whole	29	...	32	30	28	30
Sliced bacon, No. 1	42	40	40	39	38	36
Smoked butts	32	33	30	32	30	33
Smoked bellies	16	18	19	19	18	30
Corned bellies or pickled pork	30	...	26	28	...	24
Sausage meat	30	24	25	27	21	21
Salt pork .....	...	...	...	...	...	...

Chicago store this week, had been substituted for the lamb chops, the percentage of increase in meat price would have only been 9.5 compared with 8.8 for other foods. Or had the housewife purchased veal cutlets, the meat portion of the meal would have cost 22 per cent less than in 1934.

Customer reaction to rising meat prices has been reasonable. Most of them seem to understand about meat scarcity, and many seem to know where to place some of the blame. Meat is not a substitute; the customer comes into the store to buy it, and if selling is properly handled, she will not be diverted by price to a substitute.

Give Customer the Facts

When the customer says "thirty-eight cents a pound—why that's too high," the retailer can either meekly accept that analysis of the situation, or politely sell the customer on meat's value. The manager of a meat store reports that at first he was at a loss as to how to reply to such comments. He knew that his own sales and those of his assistants were falling off, and that he was developing a defeatist attitude toward his work.

He decided to tell the processor's and dealer's side of the story to the public. He began to tell his customers about decreased supply of livestock and consequent increase in meat prices, stressing the fact that meat is a necessary and economical food. Not only did he build better relations with his customers, and increase his sales, but he also changed his own attitude from one of defeat to victory.

Evidence is not lacking that the public understands the situation. All the dealer has to do is to be a good merchandizer.

RETAILER MUST KNOW COSTS

It is becoming increasingly important that the retailer know his exact costs and overhead in order properly to price his products. Guesswork must be eliminated, as competition is becoming too keen.

One of the most frequent complaints in the industry, according to John A. Kotal, secretary, National Retail Meat Dealers Association, is the spread between price-to-producer and price-to-consumer. "Usually," he says, "the spread is justified, except when lower grades of meat are sold at prices commanded by higher grades. Here is where the retail meat industry must adjust itself to new conditions, which means the retailer must have more information and education.

NEWS OF THE RETAILERS

Poster's meat market and grocery store located at 2429-2431 16th st., Moline, Ill., opened recently. Quinton Quade is in charge of the market.

Burk Hulsman has sold his meat market in Kalamazoo, Mich., to Bert Clemens.

C. O. Williams has opened a meat and grocery store at Tomah, Wis.

Harold Steiner and Frank Moran have opened a meat market in Elroy, Wis.

Vance Cibulka has opened a market at 339 N. 35th st., Milwaukee, Wis.

E. L. Meeker has sold Howard's market, located in Washington Market, Spokane, Wash., to Robert Landess.

John E. Bacon and Helen Schaaake have sold a half interest in their wholesale and retail meat business in Ellenburg, Wash., to Dewin H. Schaaake and E. C. Schaaake.

E. J. Donnell has sold his interest in Steusloff market, Salem, Ore., to F. G. Bowersox.

A. L. Livingston has purchased the meat and grocery business of George G. Richter, 2227 N. Cannon st., Spokane, Wash.

The Blue Diamond Market, Inc., has been chartered to engage in the meat business at 217 Union st., Seattle, Wash., with a capital of \$4 000, by J. M., F. A. and Lana Griffin.

David Kuxhausen has engaged in the meat business at 3422 West Villard ave., Milwaukee, Wis.

George R. Herberger has engaged in business in Salem, Ore., under the style of Hollywood Meat Market.

Robert Landes has sold his interest in the Victory Market, W. 331 Main st., Spokane, Wash., to Roy H. Wagner.

The Lawrence & Louie Market has been opened at 474 3rd st., having moved from 462 3rd st., San Francisco, Cal.

The Sacramento Valley Market, San Francisco, Cal., has been moved from 2673 to 2748 Mission st.

Schweizer & Wilson, Inc., have engaged in the wholesale and retail meat business in Grayling, Mich.

The Capital Market Co. has been incorporated in Los Angeles, Cal., by Emanuel Weinstein, M. C. Schrager and B. Compton.

AMONG NEW YORK RETAILERS

At the meeting of South Brooklyn Branch on Tuesday, Joseph Rossman reported on the proposed collection agency. The attendance prize was awarded to John Landshut.

The meeting of Brooklyn Branch on last Thursday was turned into a welcome home party to Albert Rosen and Joseph Lehner, who have been sojourning in Miami for the last month.

Election of officers and appointment of committees were the principal order of business at the meeting of the Ladies' Auxiliary at the McAlpin Hotel last week. Mrs. William Kramer was elected

FEBRUARY FRESH MEAT PRICES COMPARED

Chicago				New York			
Wholesale fresh meat prices for February, 1935, with comparisons:				Wholesale fresh meat prices for February, 1935, with comparisons:			
	Feb., 1935.	Jan., 1935.	Feb., 1934.		Feb., 1935.	Jan., 1935.	Feb., 1934.
BEEF.				BEEF.			
Steer—				Steer—			
300-500 lbs.,	Choice .....\$16.91	\$15.80	\$10.75	300-500 lbs.,	Choice .....\$18.44	\$17.08	\$10.99
	Good .....15.29	14.28	9.42		Good .....16.88	15.23	9.52
	Medium .....12.89	12.07	7.91		Medium .....14.44	12.39	7.95
	Common .....10.42	9.70	6.36		Common .....12.10	9.90	6.75
500-600 lbs.,	Choice .....17.01	15.80	10.38	500-600 lbs.,	Choice .....18.61	17.47	10.93
	Good .....15.34	14.30	8.91		Good .....17.00	15.52	9.48
	Medium .....12.80	12.25	7.41		Medium .....14.54	12.63	7.92
	Common .....10.42	9.87	6.36		Common .....12.15	10.18	6.75
600-700 lbs.,	Choice .....17.72	15.97	9.38	600-700 lbs.,	Choice .....18.70	17.44	10.64
	Good .....16.24	14.83	8.35		Good .....17.08	15.84	9.14
	Medium .....13.76	12.45	7.11		Medium .....14.60	12.95	7.92
	Common .....12.22	10.40	8.50		Common .....12.98	11.44	9.85
700 lbs. up,	Choice .....18.22	16.40	8.50	700 lbs. up,	Choice .....18.98	17.44	9.85
	Good .....16.92	14.73	7.50		Good .....17.31	15.76	8.76
	Medium .....11.86	10.37	6.74		Medium .....12.55	11.84	7.27
	Common .....10.25	8.82	5.99		Common .....11.50	10.56	6.47
Cow—	Choice .....8.80	7.53	5.22	Cow—	Choice .....10.28	8.68	5.53
	Good .....8.80	7.53	5.22		Good .....8.80	7.53	5.22
	Medium .....8.80	7.53	5.22		Medium .....8.80	7.53	5.22
	Common .....8.80	7.53	5.22		Common .....8.80	7.53	5.22
VEAL AND CALF CARCASSES.				VEAL AND CALF CARCASSES.			
Veal—	Choice .....13.40	13.83	10.40	Veal—	Choice .....14.70	16.10	12.00
	Good .....12.35	12.82	9.40		Good .....13.28	14.56	10.75
	Medium .....11.22	11.58	8.18		Medium .....11.40	12.84	9.29
	Common .....9.88	10.08	7.18		Common .....9.65	11.44	8.04
Calf—	Good .....10.08	10.08	.....	Calf—	Good .....10.08	10.08	.....
	Medium .....9.00	9.00	.....		Medium .....9.00	9.00	.....
	Common .....7.83	7.83	.....		Common .....7.83	7.83	.....
LAMB AND MUTTON.				LAMB AND MUTTON.			
Lamb—				Lamb—			
38 lbs. down,	Choice .....16.68	17.68	16.02	38 lbs. down,	Choice .....17.69	19.10	17.15
	Good .....15.68	16.68	15.10		Good .....16.61	17.98	16.48
	Medium .....14.70	15.68	14.21		Medium .....15.61	16.98	15.59
	Common .....13.70	14.53	.....		Common .....14.53	15.72	.....
39-45 lbs.,	Choice .....16.68	17.60	16.02	39-45 lbs.,	Choice .....17.50	18.57	16.73
	Good .....15.68	16.60	15.10		Good .....16.38	17.50	16.16
	Medium .....14.70	15.60	14.21		Medium .....15.20	16.73	15.34
	Common .....13.70	14.50	.....		Common .....14.10	15.50	.....
46-55 lbs.,	Choice .....15.68	16.60	15.09	46-55 lbs.,	Choice .....16.80	17.77	16.24
	Good .....14.92	15.54	14.21		Good .....15.80	16.95	15.56
Mutton (ewe)				Mutton (ewe)			
70 lbs. down,	Good .....10.50	10.18	7.35	70 lbs. down,	Good .....11.12	10.94	8.43
	Medium .....9.50	9.02	6.35		Medium .....9.62	9.72	7.40
	Common .....8.50	7.86	5.35		Common .....8.50	8.42	6.33
FRESH PORK.				FRESH PORK.			
Hams, 10-14 lbs. avg.,	16.95	16.24	11.32	Hams, 10-14 lbs. avg.,	18.50	17.24	12.90
Loins, 8-10 lbs. avg.,	18.32	17.45	13.42	Loins, 8-10 lbs. avg.,	18.71	18.46	14.43
10-12 lbs. avg.,	18.15	17.44	13.30	10-12 lbs. avg.,	18.71	18.46	14.40
12-15 lbs. avg.,	17.24	16.30	12.20	12-15 lbs. avg.,	17.75	17.54	13.42
16-22 lbs. avg.,	16.02	15.16	11.22	16-22 lbs. avg.,	16.50	16.22	12.36
Shoulders, N. Y. style,				Shoulders, N. Y. style,			
skinned, 8-12 lbs. avg.,	15.00	13.73	9.59	skinned, 8-12 lbs. avg.,	15.48	14.93	10.76
Picnics, 6-8 lbs. avg.,	.....	.....	.....	Picnics, 6-8 lbs. avg.,	.....	.....	.....
Butts, Boston style,				Butts, Boston style,			
4-8 lbs. avg.,	17.74	16.72	11.91	4-8 lbs. avg.,	18.52	18.12	13.21
Spareribs, half sheet	13.68	12.18	8.24	Spareribs, half sheet	15.19	12.77	9.40

LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during February, 1935:

	Average prices live animals ¹ per 100 lbs. Chicago.			Average wholesale price of carcasses ² per 100 lbs. New York.			Composite retail price in cents per lb. ³ New York.		
	Feb., 1935.	Jan., 1935.	Feb., 1934.	Feb., 1935.	Jan., 1935.	Feb., 1934.	Feb., 1935.	Jan., 1935.	Feb., 1934.
Steers—									
Choice	\$13.43	\$11.76	\$ 6.66	\$18.70	\$17.44	\$10.64	\$33.45	\$31.13	\$26.08
Good	11.26	9.97	6.28	17.08	15.64	9.14	29.06	26.92	21.31
Medium	9.06	7.71	5.75	14.54	12.63	7.92	22.74	21.78	17.62
Lambs—									
Choice	8.75	9.07	9.62	17.69	19.10	17.15	27.51	27.12	24.25
Good	8.32	8.56	9.12	16.61	17.98	16.48	24.11	24.35	21.46
Medium	7.88	8.01	8.64	15.61	16.98	15.59	21.34	20.83	18.40
Hogs—									
Good	8.61	7.77	4.62	19.51	18.54	12.45	24.22	23.04	16.38

¹Average of daily quotations on Choice steers 1100-1300 lbs., Good and Medium steers 900-1100 lbs.; lambs 90 lbs. down; hogs 200-220 lbs., excluding processing tax.

²Average of daily quotations on beef carcasses 600-700 lbs.; lamb carcasses 38 lbs. down; hog products consisting of smoked hams, bacon, picnics, and fresh loins and lard combined in proportion to their respective yields from live weight.

³Composite average of semi-monthly retail quotations on various cuts (including lard) combined in proportion to their respective yields from live weight.

president; Mrs. W. H. Wild, first vice president; Mrs. Fred Hirsch, second vice president; Mrs. Gus Fernquist, recording secretary; Mrs. Charles Hembdt, corresponding secretary; Mrs. Chris Fischer, financial secretary; Miss M. B. Phillips, treasurer; Mrs. M. Werner,

warden; trustees, Mrs. A. Werner, jr., chairman, Mrs. Max Haas, Mrs. A. Hehn, Mrs. Chris Roesel, Mrs. Joseph Rossman, Mrs. Chris Schuck, Mrs. R. Schumacher and Mrs. W. Wolf. Installation will take place on March 28 at Hotel McAlpin.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, Mar. 20, 1935, or nearest previous date, with number of shares dealt in during week and closing prices, March 13, 1935:

	Sales.		High.		Low.		—Close—	
	Week ended		Mar. 20.		Mar. 20.		Mar. 20.	Mar. 13.
Amal. Leather..	600	23 1/2	26 1/4	26 1/4	26 1/4	26 1/4	27 1/2	27 1/2
Do. Pfd.	100	26 1/4	26 1/4	26 1/4	26 1/4	26 1/4	27 1/2	27 1/2
Amer. H. & L.	600	27 1/2	27 1/2	27 1/2	27 1/2	27 1/2	27 1/2	27 1/2
Do. Pfd.	400	17 1/2	17 1/2	17 1/2	17 1/2	17 1/2	17 1/2	17 1/2
Amer. Stores ..	600	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2
Armour Ill.	15,000	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4	3 3/4	3 3/4
Do. Pr. Pfd. 1,800	63 3/4	63 3/4	63 3/4	63 3/4	63 3/4	63 3/4	62	62
Do. Del. Pfd. 900	103 1/4	103 1/4	103 1/4	103 1/4	103 1/4	103 1/4	103 3/4	103 3/4
Beechnut Pack. 200	76 1/2	76 1/2	76 1/2	76 1/2	76 1/2	76 1/2	73 3/4	73 3/4
Bohach, H. C.	50	8	8	8	8	8	9	9
Do. Pfd.	100	8	8	8	8	8	9	9
Chick. Co. Oil. 1,700	26 1/4	26 1/4	26 1/4	26 1/4	26 1/4	26 1/4	26 1/4	26 1/4
Childs Co.	1,500	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4	3 3/4	3 3/4
Cudahy Pack.	400	42 1/4	42 1/4	42 1/4	42 1/4	42 1/4	43 1/4	43 1/4
First Nat. Strs. 1,500	48 1/4	47 3/4	47 3/4	47 3/4	47 3/4	47 3/4	47 3/4	47 3/4
Gen. Foods	9,100	33 3/4	32 3/4	32 3/4	32 3/4	32 3/4	32 3/4	32 3/4
Gobel Co.	2,500	3	3	3	3	3	2 3/4	2 3/4
Gr.A.&P. 1st Pfd. 110	125 3/4	125 3/4	125 3/4	125 3/4	125 3/4	125 3/4	125	125
Do. New	70	121 1/4	121 1/4	121 1/4	121 1/4	121 1/4	125	125
Hormel, G. A.	100	2 1/4	2 1/4	2 1/4	2 1/4	2 1/4	19 1/2	19 1/2
Hygrade Food ..	900	2 1/4	2 1/4	2 1/4	2 1/4	2 1/4	2 1/4	2 1/4
Kroger G. & B. 3,500	24 1/4	24 1/4	24 1/4	24 1/4	24 1/4	24 1/4	23 3/4	23 3/4
Libby McNeill ..	4,050	6 3/4	6 3/4	6 3/4	6 3/4	6 3/4	6 3/4	6 3/4
Mickelberry Co. 450	1	1	1	1	1	1	7 3/4	7 3/4
M. & H. Pfd.	100	1	1	1	1	1	4	4
Morrell & Co.	100	63	63	63	63	63	63	63
Nat. Leather	200	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2	8 1/4	8 1/4
Nat. Tea	1,600	9	9	9	9	9	8 1/4	8 1/4
Proc. & Gamb. 5,000	46 3/4	46 3/4	46 3/4	46 3/4	46 3/4	46 3/4	46 3/4	46 3/4
Do. Pr. Pfd. 170	120	120	120	120	120	120	120	120
Rath Pack.	100	30	30	30	30	30	30	30
Safeway Strs. 1,900	38 1/4	38 1/4	38 1/4	38 1/4	38 1/4	38 1/4	39	39
Do. 6% Pfd. 140	106	104 3/4	105	105	105	105	106	106
Do. 7% Pfd. 180	112	112	112	112	112	112	112	112
Stahl Meyer	100	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4
Swift & Co.	12,800	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
Do. Int'l.	2,800	33	33	33	33	33	32 3/4	32 3/4
Trum. Pork	100	9	9	9	9	9	8	8
U. S. Leather. 4,200	3 3/4	3 3/4	3 3/4	3 3/4	3 3/4	3 3/4	4 1/4	4 1/4
Do. A.	100	7 3/4	7 3/4	7 3/4	7 3/4	7 3/4	8	8
Do. Pr. Pfd.	100	57	57	57	57	57	57	57
Wesson Oil	4,100	32 1/4	31 1/4	31 1/4	31 1/4	31 1/4	32 1/4	32 1/4
Do. Pfd.	400	75 1/4	75 1/4	75 1/4	75 1/4	75 1/4	75 3/4	75 3/4
Wilson & Co.	24,000	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4
Do. 6% Pfd. 1,600	69 1/4	68 1/2	69 1/4	69 1/4	69 1/4	69 1/4	69 1/4	69 1/4

FINANCIAL NOTES

Conversion privilege deadline for old preferred stock of Armour and Company has been extended from April 1 to June 10. Only a small percentage of the original issue is still outstanding.

Net earnings of General Foods Corp. for year ended December 31, 1934, were approximately \$11,140,000, compared with \$11,032,948 in 1933. Earnings per share of common were \$2.12 in 1934 against \$2.10 in 1933.

ARGENTINA FINES PACKER

The National Meat Board, an Argentine governmental agency similar to the AAA in this country, has levied fines of 250,000 pesos on the Anglo Packing

Co., owned by British Vestey interests, for violations of the meat industry control act. Argentina's supreme court, in a decision against the packing company last year, declared that the min-

istry of agriculture could levy heavy fines against packers when they made mistakes in classifying cattle for purchase, resulting in alleged loss to cattle growers.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on March 21, 1935:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS:				
(1) (200-500 lbs.) choice.....	\$16.00@17.50	.....	\$17.00@17.50	.....
Good.....	14.50@16.00	.....	15.50@17.00	.....
Medium.....	13.00@14.50	.....	13.50@15.50	.....
Common.....	11.00@13.00	.....	11.50@13.50	.....
HEIFERS:				
(500-600 lbs.) choice.....	16.50@18.00	.....	17.50@18.50	17.00@18.00
Good.....	15.00@16.00	.....	16.00@17.50	15.00@17.00
Medium.....	13.00@15.00	.....	14.00@15.50	14.00@15.00
Common.....	11.00@13.00	.....	12.00@13.50	12.00@13.00
STEERS:				
(600-700 lbs.) choice.....	16.50@18.00	.....	17.50@18.50	17.00@18.00
Good.....	15.00@16.50	.....	16.00@17.50	15.00@17.00
Medium.....	13.50@15.00	13.00@15.00	14.00@16.00	14.00@15.00
STEERS:				
(700 lbs. up) choice.....	17.50@19.00	17.00@18.00	17.50@18.50	17.00@18.00
Good.....	16.00@17.50	15.50@17.00	16.50@17.50	15.00@17.00
COW:				
Good.....	11.50@13.00	11.50@12.50	12.50@13.00	11.00@12.00
Medium.....	10.50@11.50	10.50@11.50	11.00@12.50	10.00@11.00
Common.....	9.50@10.50	9.50@10.50	10.00@11.00	9.00@10.00
Fresh Veal:				
VEAL:				
(2) choice.....	12.50@14.00	14.00@15.00	14.00@16.00	.....
Good.....	11.50@12.50	13.00@14.00	13.00@14.00	14.00@15.00
Medium.....	10.50@11.50	11.00@13.00	12.00@13.00	12.00@14.00
Common.....	9.50@10.50	10.00@11.00	10.00@12.00	10.00@12.00
Fresh Lamb and Mutton:				
LAMB:				
(38 lbs. down) choice.....	15.00@16.00	16.00@17.00	15.00@17.00	15.50@16.00
Good.....	14.00@15.00	15.00@16.00	14.00@15.00	15.00@15.50
Medium.....	13.00@14.00	14.00@15.00	13.00@14.00	14.00@15.00
Common.....	12.00@13.00	13.00@14.00	12.00@13.00	13.00@14.00
LAMB:				
(39-45 lbs.) choice.....	15.00@16.00	15.00@16.00	15.00@16.00	15.50@16.00
Good.....	14.00@15.00	14.00@15.00	14.00@15.00	15.00@15.50
Medium.....	13.00@14.00	13.00@14.00	13.00@14.00	14.00@15.00
Common.....	12.00@13.00	12.00@13.00	12.00@13.00	13.00@14.00
LAMB:				
(46-55 lbs.) choice.....	14.50@15.50	14.50@15.50	14.00@15.00	15.00@16.00
Good.....	14.00@14.50	13.50@14.50	13.00@14.00	14.00@15.00
MUTTON:				
(Ewe) (70 lbs. down) good.....	10.00@11.00	.....	11.50@13.00	.....
Medium.....	9.00@10.00	.....	10.00@11.50	.....
Common.....	8.00@9.00	.....	9.00@10.00	.....
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. avg.....	18.00@19.50	19.00@20.00	19.00@20.00	18.00@20.00
10-12 lbs. avg.....	17.50@19.00	19.00@20.00	19.00@20.00	18.00@20.00
12-15 lbs. avg.....	16.50@17.50	18.00@19.00	17.50@19.00	17.00@19.00
16-22 lbs. avg.....	15.50@16.50	17.00@18.00	16.50@17.50	16.00@17.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.....	15.50@16.50	.....	16.50@17.50	17.00@18.00
PICNICS:				
6-8 lbs. avg.....	.....	16.50@17.00	.....	.....
BUTTS: Boston Style:				
4-8 lbs. avg.....	18.00@19.50	.....	19.00@20.00	19.00@20.00
SPARE RIBS:				
Half sheets.....	13.00@14.00
TRIMMINGS:				
Regular.....	14.00@14.50
Lean.....	18.50@20.00

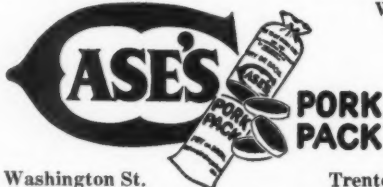
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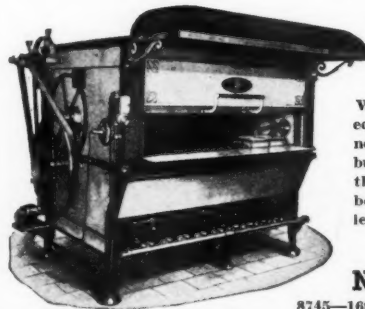
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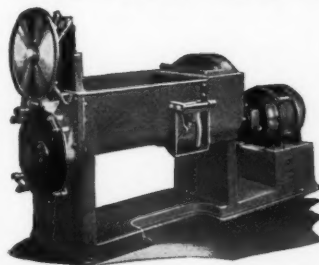
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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.		Cor. week.	
Week ended Mar. 20, 1935.			
Prime native steers—	19 1/2 @ 21	12 @ 13	
400-600	18 1/2 @ 19 1/2	10 @ 11	
600-800	18 1/2 @ 19 1/2	9 1/2 @ 9 3/4	
800-1000	20 @ 21		
Good native steers—			
400-600	18 @ 19	10 @ 10 3/4	
600-800	18 @ 19	9 @ 9 3/4	
800-1000	18 1/2 @ 19 1/2	8 @ 8 1/2	
Medium steers—			
400-600	15 @ 16	9 @ 9 1/2	
600-800	16 1/2 @ 17 1/2	8 1/2 @ 8 3/4	
800-1000	16 1/2 @ 17 1/2	7 1/2 @ 8 1/4	
Heifers, good, 400-600	16 1/2 @ 17 1/2	9 1/2 @ 10 1/2	
Cows, 400-600	10 @ 14	5 1/2 @ 6 3/4	
Hind quarters, choice	24 @	15 1/2 @	
Fore quarters, choice	16 @	11 @	

Beef Cuts.

Steer loins, prime	unquoted	@ 20
Steer loins, No. 1	unquoted	@ 39
Steer loins, No. 2	unquoted	@ 35
Steer short loins, prime	unquoted	@ 26
Steer short loins, No. 1	unquoted	@ 51
Steer short loins, No. 2	unquoted	@ 44
Steer loin ends (hips)	unquoted	@ 27
Steer loin ends, No. 2	unquoted	@ 26
Cow loins	unquoted	@ 22
Cow short loins	unquoted	@ 26
Cow loin ends (hips)	unquoted	@ 18
Steer ribs, prime	unquoted	@ 16
Steer ribs, No. 1	unquoted	@ 27
Steer ribs, No. 2	unquoted	@ 12
Cow ribs, No. 2	unquoted	@ 18
Cow ribs, No. 3	unquoted	@ 11
Steer rounds, prime	unquoted	@ 10 1/2
Steer rounds, No. 1	unquoted	@ 17
Steer rounds, No. 2	unquoted	@ 10 1/2
Steer chuck, prime	unquoted	@ 9
Steer chuck, No. 1	unquoted	@ 15 1/2
Steer chuck, No. 2	unquoted	@ 15
Cow rounds	unquoted	@ 14
Cow chuck	unquoted	@ 14
Steer plates	unquoted	@ 14
Medium plates	unquoted	@ 13 1/2
Briskets, No. 1	unquoted	@ 19
Steer navel ends	unquoted	@ 12
Cow navel ends	unquoted	@ 10 1/2
Fore shanks	unquoted	@ 5
Hind shanks	unquoted	@ 7
Strip loins, No. 1, bbls.	unquoted	@ 60
Strip loins, No. 2	unquoted	@ 50
Sirloin butts, No. 1	unquoted	@ 30
Sirloin butts, No. 2	unquoted	@ 25
Beef tenderloins, No. 1	unquoted	@ 70
Beef tenderloins, No. 2	unquoted	@ 55
Rump butts	unquoted	@ 26
Flank steaks	unquoted	@ 22
Shoulder clods	unquoted	@ 12 1/2
Hanging tenderloins	unquoted	@ 19
Insides, green, 6@8 lbs.	unquoted	@ 13 1/2
Outsides, green, 5@6 lbs.	unquoted	@ 12 1/2
Knuckles, green, 5@6 lbs.	unquoted	@ 13

Beef Products.

Brains (per lb.)	@ 9 1/2	@ 5 1/2
Hearts	@ 10	@ 5
Tongues	@ 18	@ 15
Sweetbreads	@ 32	@ 17
Ox-tail, per lb.	@ 12	@ 6
Fresh tripe, plain	@ 7	@ 4
Fresh tripe, H. C.	@ 10	@ 8
Livers	@ 20	@ 12
Kidneys, per lb.	@ 10 1/2	@ 8

Veal.

Choice carcass	@ 15	10 @ 11
Good carcass	@ 12	8 @ 10
Good saddles	@ 14	10 @ 14
Good racks	@ 12	8 @ 10
Medium racks	@ 10	5 @ 6

Veal Products.

Brains, each	@ 11	@ 6 1/2
Sweetbreads	@ 45	@ 35
Calf livers	@ 40	@ 35

Lamb.

Choice lambs	@ 16	@ 16
Medium lambs	@ 15	@ 14
Choice saddles	@ 19	@ 18
Medium saddles	@ 17	@ 16
Choice fores	@ 13	@ 14
Medium fores	@ 11	@ 12
Lamb fries, per lb.	@ 32	@ 25
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

Mutton.

Heavy sheep	@ 8	@ 6
Light sheep	@ 10	@ 10
Heavy saddles	@ 11	@ 10
Light saddles	@ 13	@ 12
Heavy fores	@ 5	@ 4
Light fores	@ 7	@ 8
Mutton legs	@ 13	@ 12
Mutton loins	@ 10	@ 10
Mutton stew	@ 7	@ 3
Sheep tongues, per lb.	@ 12 1/2	@ 9
Sheep heads, each	@ 13	@ 8

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 19	@ 14
Picnic shoulders	@ 14 1/2	@ 10
Skinned shoulders	@ 17	@ 11
Tenderloins	@ 36	@ 30
Spare ribs	@ 13	@ 8 1/2
Back fat	@ 15	@ 7
Boston butts	@ 19	@ 12 1/2
Boneless butts, cellar trim.	@ 22	@ 16
Hocks	@ 12	@ 7
Tails	@ 13	@ 6
Neck bones	@ 6	@ 2 1/2
Slip bones	@ 11	@ 6
Blade bones	@ 13	@ 9
Pigs' feet	@ 7	@ 3
Kidneys, per lb.	@ 10	@ 7
Livers	@ 12	@ 7
Brains	@ 12	@ 5
Ears	@ 7	@ 4
Snouts	@ 11	@ 8 1/2
Heads	@ 8	@ 3
Chitterlings	@ 5	@ 3

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 20 1/2	@ 20 1/2
Country style sausage, fresh in links	@ 23 1/2	@ 23 1/2
Country style sausage, fresh in bulk	@ 21 1/2	@ 21 1/2
Country style sausage, smoked	@ 25 1/2	@ 25 1/2
Frankfurts in sheep casings	@ 22 1/2	@ 22 1/2
Frankfurts in hog casings	@ 23 1/2	@ 23 1/2
Bologna in beef bungs, choice	@ 17 1/2	@ 17 1/2
Bologna in beef middles, choice	@ 18 1/2	@ 18 1/2
Liver sausage in beef rounds	@ 16 1/2	@ 16 1/2
Smoked liver sausage in hog bungs	@ 20 1/2	@ 20 1/2
Liver sausage in hog bungs	@ 20 1/2	@ 20 1/2
Head cheese	@ 19 1/2	@ 19 1/2
New England luncheon specialty	@ 25	@ 25
Mixed luncheon specialty, choice	@ 20 1/2	@ 20 1/2
Tongue sausage	@ 27	@ 27
Blood sausage	@ 18	@ 18
Souse	@ 19 1/2	@ 19 1/2
Polish sausage	@ 19 1/2	@ 19 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 40	@ 40
Thuringer cervelat	@ 20 1/2	@ 20 1/2
Farmer	@ 28	@ 28
Holsteiner	@ 26	@ 26
B. C. salami, choice	@ 36	@ 36
Milano salami, choice, in hog bungs	@ 37	@ 37
B. C. salami, new condition	@ 21	@ 21
Frisses, choice, in hog middles	@ 35	@ 35
Genoa style salami	@ 43	@ 43
Pepperoni	@ 32	@ 32
Mortadella, new condition	@ 23	@ 23
Capicola	@ 42	@ 42
Italian style hams	@ 35	@ 35
Virginia hams	@ 38	@ 38

SAUSAGE MATERIALS

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings	@ 14 1/2	@ 14 1/2
Special lean pork trimmings	@ 18	@ 18
Extra lean pork trimmings	@ 19 1/2	@ 19 1/2
Pork cheek meat	@ 9	@ 9
Pork hearts	@ 8 1/2	@ 8 1/2
Pork livers	@ 10 1/2	@ 10 1/2
Native boneless bull meat (heavy)	@ 9 1/2	@ 9 1/2
Shank meat	@ 8 1/2	@ 8 1/2
Boneless chucks	@ 8 1/2	@ 8 1/2
Beef trimmings	@ 8 1/2	@ 8 1/2
Beef cheeks (trimmed)	@ 7	@ 7
Dressed cutter cows, 400 lbs. and up	@ 7 1/2	@ 7 1/2
Dr. bologna bulls, 600 lbs. and up	@ 18 1/2	@ 18 1/2
Pork tongues, canner trim, S. P.	@ 18 1/2	@ 18 1/2

SAUSAGE IN OIL

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	\$6.50	
Large tins, 1 to crate	7.25	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	7.50	
Large tins, 1 to crate	8.25	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	6.75	
Large tins, 1 to crate	7.50	

BARRELED PORK AND BEEF

Mess pork, regular	@ 33.00	@ 33.00
Family back pork, 24 to 34 pieces	@ 33.50	@ 33.50
Family back pork, 35 to 45 pieces	@ 33.00	@ 33.00
Clear back pork, 40 to 50 pieces	@ 33.00	@ 33.00
Clear plate pork, 25 to 35 pieces	@ 29.00	@ 29.00
Bean pork	@ 26.50	@ 26.50
Brisket pork	@ 32.00	@ 32.00
Plate beef	@ 22.00	@ 22.00
Extra plate beef, 200 lb. bbls.	@ 23.00	@ 23.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	18.50	
Lamb tongue, short cut, 200-lb. bbl.	40.00	
Regular tripe, 200-lb. bbl.	20.00	
Homeycomb tripe, 200-lb. bbl.	23.00	
Pocket homeycomb tripe, 200-lb. bbl.	26.00	

DRY SALT MEATS

Clear bellies, 18@20 lbs.	@ 16 1/2	@ 16 1/2
Clear bellies, 14@16 lbs.	@ 16 1/2	@ 16 1/2
Rib bellies, 25@30 lbs.	@ 16 1/2	@ 16 1/2
Fat backs, 10@12 lbs.	@ 12 1/2	@ 12 1/2
Fat backs, 14@16 lbs.	@ 14 1/2	@ 14 1/2
Regular plates	@ 13 1/2	@ 13 1/2
Jowl butts	@ 12	@ 12

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs.	20 1/2 @ 21 1/2	
Fancy skd. hams, 14@16 lbs.	21 1/2 @ 22 1/2	
Standard reg. hams, 14@16 lbs.	19 @ 20	
Picnics, 4@8 lbs., short shank	16 1/2 @ 17 1/2	
Picnics, 4@8 lbs., long shank	15 1/2 @ 16 1/2	
Fancy bacon, 6@8 lbs.	27 1/2 @ 28 1/2	
Standard bacon, 6@8 lbs.	24 1/2 @ 25 1/2	
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.	@ 26	@ 26
Outsides, 5@9 lbs.	@ 22	@ 22
Knuckles, 5@9 lbs.	@ 23	@ 23
Cooked hams, choice, skin on, fattened	@ 33	@ 33
Cooked hams, choice, skinless, fattened	@ 34	@ 34
Cooked picnics, skin on, fattened	@ 27	@ 27
Cooked picnics, skinless, fattened	@ 26	@ 26
Cooked loin roll, smoked	@ 40	@ 40

LARD

Prime steam, cash, Bd. Trade	@ \$12.87 1/2 n	
Prime steam, loose, Bd. Trade	@ 12.87 1/2 ax	
Refined lard, tierces, f.o.b. Chgo.	@ 14 1/2	
Kettle rend., tierces, f.o.b. Chgo.	@ 14 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 15 1/2	
Neutral, in tierces, f.o.b. Chicago	@ 15 1/2	
Compound, vegetable, tierces, c.a.f	@ 12 1/2	

OLEO OIL AND STEARINE

Extra oleo oil	.13 @ 13 1/2	
Prime No. 2 oleo oil	.12 @ 12 1/2	
Prime oleo stearine, edible	.11 @ 11 1/2	

TALLOW AND GREASES

Edible tallow, under 1% acid, 43 titr.	8 1/2 @ 8 1/2	
Prime packers' tallow	7 @ 7 1/2	
No. 1 tallow, 10% f.f.a.	6 1/2 @ 6 1/2	
Special tallow	6 1/2 @ 6 1/2	
Choice white grease	7 1/2 @ 7 1/2	
A-White grease	6 1/2 @ 6 1/2	
B-White grease, maximum 5% acid	6 1/2 @ 6 1/2	
Yellow grease, 10@15%	6 1/2 @ 6 1/2	
Brown grease, 40% f.f.a.	5 1/2 @ 5 1/2	

ANIMAL OILS

Prime edible	@ 16 1/2	@ 16 1/2
Prime inedible	@ 12 1/2	@ 12 1/2
Headlight	@ 12 1/2	@ 12 1/2
Prime W. S.	@ 12 1/2	@ 12 1/2
Extra W. S.	@ 11	@ 11
Extra lard oil	@ 11 1/2	@ 11 1/2
Extra No. 1	@ 11 1/2	@ 11 1/2
No. 1 lard oil	@ 10 1/2	@ 10 1/2
No. 2 lard oil	@ 10 1/2	@ 10 1/2
Acidless tallow	@ 11	@ 11
20° neatfoot	@ 16 1/2	@ 16 1/2
Pure neatfoot	@ 12 1/2	@ 12 1/2
Special neatfoot	@ 12 1/2	@ 12 1/2
Extra neatfoot	@ 11 1/2	@ 11 1/2
No. 1 neatfoot	@ 11 1/2	@ 11 1/2

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 lbs. each. Prices are for oil in barrels.

VEGETABLE OILS

Crude cottonseed oil in tanks, f.o.b.	@ 8 1/2	@ 8 1/2
Valley points, prompt	@ 13 1/2	@ 13 1/2
White, deodorized, in bbls., f.o.b. Chgo.	@ 13 1/2	@ 13 1/2
Yellow, deodorized, in bbls., f.o.b. Chgo.	@ 13 1/2	@ 13 1/2
Soap stock, 50% f.f.a., f.o.b.	2 1/2 @ 2 1/2	
Corn oil, in tanks, f.o.b. mills	9 1/2 @ 9 1/2	
Soya bean oil, f.o.b. mills	@ 9.0	@ 9.0
Cocoonut oil, seller's tanks, f.o.b. const.	5 1/2 @ 5 1/2	
Refined in bbls., f.o.b. Chicago	12 1/2 @ 12 1/2	

OLEOMARGARINE

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 16	@ 16
Nut, 1-lb. cartons, f.o.b. Chicago	@ 13 1/2	@ 13 1/2
Puff paste	@ 15	@ 15

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	8.95	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62½	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda... Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	3.62½	3.25
Granulated.....	\$ 8.80	
Medium, air dried.....	9.30	
Medium, kiln dried.....	10.80	
Rock.....	6.60	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.....	@3.05	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%).....	4.50	4.70
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 4.20	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 4.10	

SPICES

(Basis Chicago, original bbls., bags or bales)

	Whole.	Ground.
Allspice Prime.....	6	7½
Resifted.....	6½	8
Chili Pepper, Fancy.....	23½	
Chili Powder, Fancy.....	23	
Cloves, Amboy.....	27	
Madagascar.....	13	16
Zanzibar.....	14	17
Ginger, Jamaica.....	19	21½
African.....	9	11
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	60	
Mustard Flour, Fancy.....	24	
No. 1.....	25½	
Nutmegs, Fancy Banda.....	25	
East India.....	21	
E. I. & W. I. Blend.....	18	
Paprika, Extra Fancy.....	24½	
Fancy.....	23½	
Hungarian.....	27	
Peppina Sweet Red Pepper.....	26½	
Pepper, Cayenne.....	22½	
Red Pepper No. 1.....	16½	
Pepper, Black Aleppo.....	11½	13
Black Lampong.....	10	11½
Black Tellicherry.....	12½	14½
White Java Muntok.....	19	21
White Singapore.....	18½	20½
White Packers.....	19	

SEEDS AND HERBS

	Ground for Whole.	Sausage.
Caraway Seed.....	0	11½
Celery Seed.....	40	45
Comino Seed.....	16	19
Coriander Morocco Black.....	8	8
Coriander Morocco Natural No. 1.....	6½	8½
Mustard Seed, Cal. Yellow.....	11	13
American.....	8½	10½
Majoram, French.....	32	36
Oregano.....	11	14
Sage, Dalmation Fancy.....	7	9
Dalmation No. 1 Fancy.....	6½	8½

SAUSAGE CASINGS

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@25
Domestic rounds, 140 pack.....	@38
Export rounds, wide.....	@47
Export rounds, medium.....	@35
Export rounds, narrow.....	@42
No. 1 weasands.....	@06
No. 2 weasands.....	@03
No. 1 bungs.....	@12
No. 2 bungs.....	@ 7
Middles, regular.....	@60
Middles, select, wide, 2@2½ in. diam.....	.70
Middles, select, extra wide, 2½ in. and over.....	1.25
Dried bladders:	
12-15 in. wide, flat.....	.90
10-12 in. wide, flat.....	.80
8-10 in. wide, flat.....	.60
6-8 in. wide, flat.....	.40
Hog casings:	
Narrow, per 100 yds.....	2.60
Narrow, special, per 100 yds.....	2.30
Medium, regular.....	2.15
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	2.25
Export bungs.....	.28
Large prime bungs.....	.21
Medium prime bungs.....	.13
Small prime bungs.....	.10
Middles, per set.....	.17
Stomachs.....	.08

COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.35 @1.37½
Oak pork barrels, black iron hoops.....	1.25 @1.27½
Ash pork barrels, galv. iron hoops.....	1.42½ @1.45
Oak pork barrels, galv. iron hoops.....	1.32½ @1.35
White oak ham tierces.....	2.12½ @2.15
Red oak lard tierces.....	1.87½ @1.90
White oak lard tierces.....	1.97½ @2.00

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good, 1,240-lb. fed.....	@11.25
Cows, common and medium.....	\$ 4.50 @ 6.25
Bulls, good.....	@ 6.25

LIVE CALVES

Vealers, good and choice.....	\$10.00 @11.00
Vealers, medium.....	7.50 @ 8.50
Vealers, cull and common.....	4.50 @ 7.00

LIVE LAMBS

Lambs, good and choice.....	\$ 8.00 @ 9.25
Lambs, aged wethers.....	@ 6.25

LIVE HOGS

Hogs, 192-lb. average, good.....	@ \$9.40
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DRESSED HOGS

Hogs, good to choice.....	\$16.75 @17.00
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	@22
Choice, native, light.....	@21
Native, common to fair.....	@18

Western Dressed Beef.

Native steers, 600@800 lbs.....	@19
Native choice yearlings, 440@600 lbs.....	@20
Good to choice heifers.....	@17
Good to choice cows.....	@18
Common to fair cows.....	@11
Fresh bologna bulls.....	@10

BEEF CUTS

	Western.	City.
No. 1 ribs.....	24 @26	26 @28
No. 2 ribs.....	22 @23	23 @25
No. 3 ribs.....	16 @21	18 @21
No. 1 loins.....	30 @34	34 @38
No. 2 loins.....	26 @29	28 @32
No. 3 loins.....	20 @23	24 @27
No. 1 hinds and ribs.....	22 @24	23 @25
No. 2 hinds and ribs.....	18 @24	20 @22
No. 1 rounds.....	18 @19	19 @20
No. 2 rounds.....	16 @17	17 @18
No. 3 rounds.....	14 @15	15 @16
No. 1 chucks.....	18 @19	19 @20
No. 2 chucks.....	16 @17	17 @18
No. 3 chucks.....	14 @15	15 @16
Bolognas.....	10 @11	
Rolls, reg. 6@8 lbs. avg.....	23 @25	
Rolls, reg. 4@6 lbs. avg.....	18 @20	
Tenderloins, 4@6 lbs. avg.....	50 @60	
Tenderloins, 5@6 lbs. avg.....	50 @60	
Shoulder clods.....	12 @14	

DRESSED VEAL

Good.....	@16
Medium.....	@14
Common.....	@13

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	16½ @17
Lambs, good.....	15½ @16½
Lambs, medium.....	14½ @15½
Sheep, good.....	13 @14
Sheep, medium.....	11 @13

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	@22
Pork tenderloins, fresh.....	.35
Pork tenderloins, frozen.....	@32
Shoulders, Western, 10@12 lbs. avg.....	@18½
Butts, boneless, Western.....	@23
Butts, regular, Western.....	@22
Hams, Western, fresh, 10@12 lbs. avg.....	@19
Picnic hams, Western, fresh, 6@8 lbs. average.....	@17
Pork trimmings, extra lean.....	@22
Pork trimmings, regular 50% lean.....	@18
Spareribs.....	@16½

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	@22
Regular hams, 10@12 lbs. avg.....	@21
Regular hams, 12@14 lbs. avg.....	@22
Skinned hams, 10@12 lbs. avg.....	@23
Skinned hams, 12@14 lbs. avg.....	@23
Skinned hams, 16@18 lbs. avg.....	@24½
Skinned hams, 18@20 lbs. avg.....	@21½ @22½
Picnics, 4@6 lbs. avg.....	@18
Picnics, 6@8 lbs. avg.....	@17
City pickled bellies, 8@12 lbs. avg.....	@24
Bacon, boneless, Western.....	@27½ @28½
Bacon, boneless, city.....	@25½ @26½
Rollettes, 6@10 lbs. avg.....	@22
Beef tongue, light.....	@23
Beef tongue, heavy.....	@25

FANCY MEATS

Fresh steer tongues, untrimmed.....	15c a pound
Fresh steer tongues, l. c. trim'd.....	30c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	15c a pound
Mutton kidneys.....	3c each
Livers, beef.....	27c a pound
Oxtails.....	18c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT

Shop fat.....	@2.25 per cwt.
Breast fat.....	@2.75 per cwt.
Edible suet.....	@4.75 per cwt.
Inedible suet.....	@3.25 per cwt.

GREEN CALFSKINS

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals.....	1.15	1.65	1.75	1.80	1.95
Prime No. 2 veals.....	1.10	1.50	1.60	1.65	1.70
Buttermilk No. 1.....	8	1.35	1.45	1.50	....
Buttermilk No. 2.....	7	1.25	1.35	1.40	....
Branded gruby.....	5	.85	.95	1.00	1.00
Number 3.....	5	.85	.95	1.00	1.00

BONES, HOOFS AND HORNS

Round shin bones, avg. 48 to 50 lbs., per 100 pieces.....	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces.....	@ 65.00
Black or striped hoofs, per ton.....	45.00 @ 50.00
White hoofs, per ton.....	@100.00
Thigh bones, avg. 88 to 90 lbs., per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00 @200.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@29½	30 @30½
Creamery (90-91 score).....	29½ @29½	29½ @29½
Creamery firsts (88-89 score).....	28½ @29	@29½

EGGS.

Extra firsts.....	20½ @21½	
Firsts (fresh).....	20½ @20½	20½ @21½
Standards (fresh).....	20½ @22½	20½ @22½

LIVE POULTRY.

Fowls.....	13 @20½	22 @23
Chickens.....	14½ @20	15 @18
Broilers and fryers.....	20 @24½	
Turkeys.....	14 @21	19 @26
Ducks.....	11 @21	11 @17
Geese.....	11 @16	11 @13

DRESSED POULTRY.

Fryers, 31-42, frozen.....	22 @22½	@23
Roasters, 43-54, frozen.....	23 @25	24½ @26
Roasters, 55 & up, frozen.....	26 @27	27 @28
Fowls, 31-47.....	19 @20½	20 @21½
48-59.....	21 @22	22½ @23
60 and up.....	22 @22½	22 @23½

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended March 14, 1935:

	March 8	9	11	12	13	14
Chicago.....	30½	31	31	31	30½	30½
New York.....	32½	32½	32½	31½	31½	31½
Boston.....	33½	33½	33½	32½	32½	32½
Phila.....	33½	33½	33½	32½	32½	32½
San Fran.....	33	33	32½	32½	31½	30

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	30½	30½	30½	30	30½
Receipts of butter by cities (tubs):					

	This week.	Last week.	Last year.	—Since Jan. 1— 1935.
Chicago.....	30,697	30,474	31,763	418,004 482,744
N. Y.....	47,327	41,003	58,854	633,511 736,017
Boston.....	13,814	15,039	19,028	244,446 242,789
Phila.....	16,355	18,718	22,440	218,581 265,723

Total 108,193 105,234 132,085 1,514,552 1,727,283
Cold storage movement (lbs.):

	In Mar. 14.	Out Mar. 14.	On hand Mar. 15.	Same week day last year.
Chicago.....	36,189	33,435	638,766	6,920,467
N. Y.....	78,260	32,682	1,789,832	2,899,126
Boston.....	250	7,049	418,625	497,185
Phila.....	15,180	21,780	198,809	707,593
Total.....	129,885	94,926	3,006,132	11,024,381

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Working Foreman

Wanted, man as working foreman of small plant. Must be able to butcher and cut cattle and hogs. Also must have thorough knowledge of curing hams, bacon, etc. Weis Packing Co., Maysville, Ky.

Position Wanted

Dry Rendering Operator

Position wanted by dry rendering operator with steam engineer's license. Can operate plant economically and get results. Produces quality products. Experienced. Married. Age 30. Now employed in Middle West. Will go anywhere. Best references. W-841, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sales Executive

Practical experience for 20 years in all departments. Specialist in beef and provisions. Excellent record as producer. Desires connection with progressive organization. W-842, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Foreman

Man with 15 years' experience as foreman of sheep and veal dressing wishes position. Practical workman. Will go anywhere. W-844, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Manager or Superintendent

Can furnish excellent references as to ability and qualifications to be manager or superintendent of small or medium-sized plant, preferably one not getting returns it should, conditions considered. W-837, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

By-Product Foreman

Position wanted by dependable man with wide experience in lard refinery, inedible wet and dry rendering, fertilizer, bones, hides, hog hair, meat scraps, and hog tankage. Married. Good character. Good references. W-838, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Young man with wide experience manufacturing all kinds of sausage products. Can produce quality products from all types of meats. Knowledge of all cures and binding materials with ham and bacon cure hard to equal. Keeps records and costs. Present position 5 years. Excellent references. Married. W-834, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Expert

Am qualified to direct and manage all sausage room operations. Expert knowledge of all products, including specialties. Reputation for making quality sausage from any materials. Expert knowledge in figuring costs. Can put your sausage department on money-making basis. W-713, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Equipment For Sale

Bargain in Beef Hooks

For sale, several hundred beef hooks, long and short. Bargain. FS-845, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Rotary Oven

For sale, 64-loaf capacity gas fired rotary oven, white enamel finish. Good condition. Write for price to The Globe Co., 824 W. 36th St., Chicago, Ill.

Equipment for Sale

MACHINERY BARGAINS: 3—Mechanical Mfg. Meat Mixers, 1—M. & M., 1—Lard Filter Press, 2—Steam Tube Dryers, 6' x 35', 5—Cooking Kettles. Miscellaneous: Lard Rolls, Cutters, Rendering Tanks, Hammer Mills, Ice Machines, Boilers, Pumps, etc.

What Idle Machinery have you for sale?

CONSOLIDATED
PRODUCTS COMPANY, INC.
14-19 Park Row, New York City

Dispose of your surplus equipment through THE NATIONAL PROVISIONER "Classified" ads.

SURPLUS 24-Ounce Government MEAT CANS

Do you have any government meat cans left over from government canning contracts? We are interested in 24-oz. cans 404 x 309. If so, please write us.

1. The quantity
2. Whether they are plain or lacquered, or carry a lithographed label.
3. Whether the ends are embossed with your establishment number.
4. Whether the cans are made by American or Continental.
5. Your lowest price cartons f.o.b. your city.

W-820

THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago, Ill.

Equip. for Sale & Wanted

Packaging Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Gould Pump

For sale, Gould five-gun car washer pump, No. 507223, Figure 1764 with 7½ H.P., 3-phase, 220-volt, A. C. motor. Good for packinghouse use. J. Fred Schmidt Packing Company, Columbus, Ohio.

Swing Hammer Mill

For sale, Gruender XXXC swing hammer mill 30 in. diameter, 30 in. width, SKP roller bearings, both grate bars and perforated metal screen. Used for grinding wet and dry rendered tankage. Can be used for grinding shop fat and bone. Kentucky Chemical Mfg. Co., 410 East 10th St., Covington, Ky.

Casing Machine

Wanted, good used beef casing machine. Direct drive preferred. Write Newton Products Co., Inc., Casing Department, 2435 Beecher St., Detroit, Mich.

Filter Press

Wanted, filter press, recessed plate, center feed, fifty plates 30x30. W-843, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Rotary Jacketed Cookers

Wanted, 2 rotary jacketed cookers, approximate size 5 x 10. Must be in good condition. W-846, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Plants for Sale

Sausage Factory

For sale, small sausage factory in Illinois city of 38,000. Doing 6,000 lbs. sausage now and about 2,000 lbs. of merchandise. Not much cash required. FS-847, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packing Plant

Packing plant for sale, known as W. C. Routh & Co., Logansport, Ind. Recently reconditioned; cattle killing facilities increased. Located in best hog producing section of Indiana and served by six divisions of Penn. R. R., also Wabash R. R. For price and terms, write or see Roy Huggins, Mgr., Logansport, Ind.

Oppenheimer Casing Co.

Importers **SAUSAGE CASINGS** *Exporters*

CHICAGO, U. S. A.

New York, London, Hamburg, Sydney, Toronto, Wellington, Buenos Aires, Tientsin

HARRY LEVI & CO.

Importers and Exporters of
Sausage Casings

723 West Lake Street

Chicago

THE CUDAHY PACKING CO.

Importers and Exporters of
Selected Sausage Casings
221 North La Salle Street Chicago, U. S. A.

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS
WHOLESALE SLAUGHTERERS OF
CATTLE, HOGS, SHEEP AND CALVES
U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

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*Slaughterers of Cattle, Hogs,
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TO SELL YOUR PRODUCTS

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Tankage, Blood, Bones, Cracklings, Bonemeal,
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BRECHT

HOG BEEF SHEEP

CASINGS

The Brecht Corporation
New York
St. Louis Buenos Aires Hamburg

PATENT

Sewed Casings

Manufactured Under Sol May Methods

by the Pioneers
of Sewed Sausage Casings

PATENT Casing Company

617-23 West 24th Place

Hog Bungs
Hog Bung Ends
Beef Middles
Rounds
Bladders

Chicago, Illinois

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A complete volume of 26 issues can be easily
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Straight and mixed cars



HORMEL
GOOD FOOD

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Carloads of Dressed Hogs]

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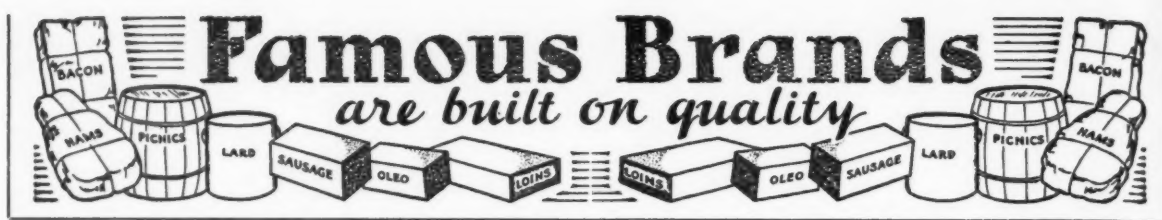
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HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF — PORK — SAUSAGE — PROVISIONS

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"Since 1827"

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Schenk Bros

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Because Capital Brand Hams and Bacon have
such fine flavor—they are always in favor

The Columbus Packing Co.

PORK AND BEEF PACKERS

Columbus, Ohio

New York Representative: M. C. Brand, 410 W. 14th St.

A User writes this week's ad

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PACKERS OF BEEF AND PORK

HIGH GRADE SAUSAGES AND LARD

EMGE'S COUNTRY STYLE LARD
EMGE'S FARM SAUSAGES

EMGE'S FAIRVIEW FARM HAM & BACON
EMGE'S FAIRVIEW FARM BOILED HAMS

FORT BRANCH, IND.

March 14, 1935

The Allbright-Nell Co.,
5323 South Western Blvd.,
Chicago, Ill.

Dear Sirs:

We take this opportunity to write in regard to the new ANCO No. 660 Hog Scraper and Polisher which was started in operation on November 14.

It cleans all sizes of hogs from the largest to the smallest to our entire satisfaction.

The remarkable results which you claimed, were hard for us to believe before it was installed. Actual results which we have been getting, now exceed your original claims and our expectations.

From a mechanical standpoint we have every reason to believe that the ANCO Scraper will require a minimum amount of maintenance due to its efficient design and heavy construction. This Scraper, with the many other items of ANCO machinery recently installed, makes our plant a most modern one. The larger percentage of our equipment is now of ANCO manufacture.

We can conscientiously recommend the ANCO No. 660 Hog Scraper and Polisher to any packer desiring the best in hog cleaning equipment.

Respectfully,

EMGE & SONS

E. O. Emge

EOE:VH



WE THANK EMGE & SONS FOR THIS FINE ENDORSEMENT



We shall be glad to show you the ANCO equipment operating in this new plant and any of the other numerous new ANCO Hog Scrapers recently installed.

THE ALLBRIGHT-NELL CO.

Eastern Office: 5323 S. Western Boulevard,
117 Liberty Street
New York, N. Y.

Western Office:
111 Sutter Street
San Francisco, Calif.

PRIDE WASHING POWDER BUILDS

Vigorous Suds

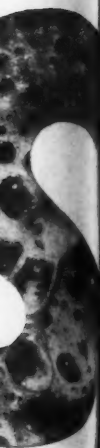
Particularly effective against packinghouse greases and stains is Pride Washing Powder. It is high in cleaning energy . . . Works equally well on metal, wood, stone, tile, brick or porcelain surfaces. Pride Washing Powder suds . . . hard-working, long-lasting, soapy . . . reduce the non-productive clean-up hours to a minimum. Pride is checked in our chemical laboratory. Tested in our own plant . . . Packed in 200-lb. barrels; 125-kegs; 25-lb. pails. No matter where your plant is located, there is a Swift agent near you.

SWIFT & COMPANY

Industrial Soap Department



R



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Y

